



# ■ spotlight

September 2008 Vol. 41 No. 9



## 70 Sheets



A monthly publication spotlighting top producers of American Income Life and National Income Life



**Roger Smith**  
 President & CEO  
 American Income Life & National Income Life

## Childhood Games

When you were a kid, did you ever play Follow the Leader? I know it may have been a while, so let me refresh your memory – one person was the Leader, and he would run certain distances, make hairpin turns and weaves, and climb over any obstacle in his path. And the rest of the players had to follow his every step.

Now, I don't know about you, but I always wanted to be the Leader. Not only was this the position of recognition, but I loved having the chance to challenge my friends and classmates to push their limits.

Over time, we grow to appreciate the leaders who inspire us to drive past our boundaries and overcome those obstacles that might otherwise make us hesitate. These are the people who leave a lasting impression, who we look back upon in future years and smile because we can honestly say we would not be the same without their guidance.

This is why we miss the leaders who have made such an impact. While we wish Bill Jennings the best in his retirement, it saddens me to see someone of his caliber leave. I know his skills and integrity will continue in those he trained during his time with us.

At AIL/NILICO, we want every leader to have the opportunity to be of this quality. This is why we have Leadership Development Seminars and have many of our top SGAs participate and share their ideas, leadership development programs, and other procedures which have led to their success. The participants are provided the knowledge and tools to assist them in becoming an effective and memorable leader. No one wants to follow a leader who meanders his way across the course, unsure of which direction to head. We want someone who will strengthen us by charging the field, his objectives sure and his methods solid.

The childhood game was also an excellent case of leading by example, which is exactly what our Career Agent Council illustrates as well. These ladies and gentlemen are the ideal representatives for how our field force should perform. They may not be SGAs, but they are leaders just the same.

So take a lesson from your younger self and stick close to your leader. Learn what you can so that when it's your turn, you'll be the one people remember and imitate. If you are already in the leadership role, be the leader that everyone wants to follow.



**American Income Life Insurance Company** has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

### ■ spotlight

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### SGA CAREER TRACK

#### New Markets Opening & Expanding

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: [futuresga@aillife.com](mailto:futuresga@aillife.com).

### TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,395,577.95 in bonuses. For more information on the monthly bonuses, turn to Pages 5 & 7.

**Total: \$1,395,577.95**

### REQUIRED RETENTION RATE

**Effective Jan. 1, 2008**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

**Retention: 68%**  
**Net to Gross: 78%**

### DATES TO REMEMBER

**Wednesday, October 29, 2008**

All business and PR credits must be at the Home Office to count for October production.

### CORRECTION

Year-to-Date Total for the First Time 15% Bonus should have been reported as \$121,163.27 in the August issue. We regret any confusion this may have caused.

FOUNDER'S CLUB OUTSTANDING PRODUCERS September 2008						FOUNDER'S CLUB OUTSTANDING PR REPRESENTATIVES September 2008			
AGENT	SGA	QUALIFIED	NET ALP	TOTAL N/G *	RET	PR	SGA	QUALIFIED	GROUPS OR CARDS
Roghie Hassanloo	Josh Chalom	3	\$121,689		78.0	Vivian Dwyer	Slav Bitman	7	13,127 Cards
Karen Sessing	Marc Rosen	1	70,521		88.9				

\*Percentage of Net to Gross

### LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). *Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton, home of the Golden Globe Awards! The convention will be held May 14-17, 2009.*



**BILL JENNINGS**

PG. 04



**15% CONTEST WINNERS**

PG. 05



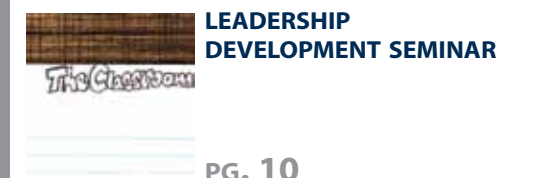
**PROMOTIONS AND ANNIVERSARIES**

PG. 06



**AGENCY DIRECTOR OF THE MONTH AND CAREER AGENT COUNCIL**

PG. 08

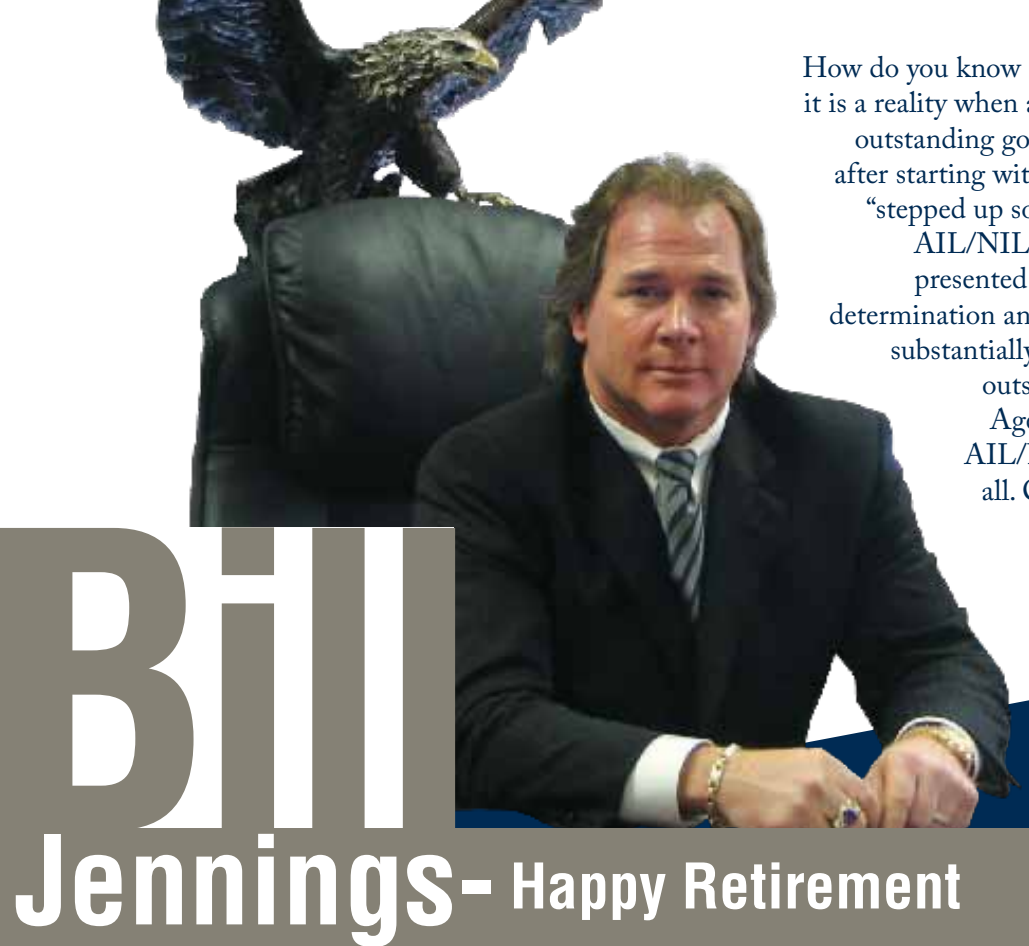


**LEADERSHIP DEVELOPMENT SEMINAR**

PG. 10



**LOOK FOR ME!**



# Bill Jennings - Happy Retirement

How do you know Opportunity Unlimited is a reality? You know it is a reality when a member of the AIL/NILICO team achieves outstanding goals, both personal and professional, and retires after starting with the company just 13 years ago. Bill Jennings "stepped up so others could step in" throughout his career at AIL/NILICO. He took advantage of every opportunity presented to him and created opportunities as well. This determination and "take hold" attitude allowed him to progress substantially in the company and move up the ranks to an outstanding SGA in record time. This allowed the Agents he guided to step up as well, fostering the AIL/NILICO ideals of Opportunity Unlimited for all. Congratulations, Bill, on a phenomenal career!



**Bill Jennings:** I have always found that the more I gave, the more I received. If you help enough people get what they want, you will always find yourself getting what you want. If you want to get to the finish line quicker, run faster.

**Tom Williams:** Bill Jennings took over the state of Colorado in 2000. He was the first SGA appointed by Roger Smith. Bill changed Colorado into one of the best producing states in all of AIL with his exceptional leadership. To Bill's credit, he was SGA of the year in 2005, Category II winner in 2004 and 2005, and served on the Executive Council for six years. If AIL had a SGA Hall of Fame, he would be a first-ballot inductee.

I have known Bill close to 10 years and have always had tremendous respect for the way he led and built his agency. AIL will surely miss Bill Jennings. Deb and I wish Bill, Wendi, and their two children, Lindsi and James, all the best in their life after AIL.

**Durhon Oldham:** Congratulations, Bill, on a fantastic career. As your Regional Director, I vividly remember your first trip into Denver and all of the obstacles that faced you. You stood tall, overcame all of the barriers, and made history by leading Colorado like no one else could. As a peer SGA and fellow Executive Council member, you have been an inspiration with your wit, your unconventional "outside the box" Billism's, and your heart. Your retirement is a tremendous loss to the company. There will never be another Bill, and I will miss you dearly. I wish the best for you, Wendi, and the family as you live out the AIL dream that you have so rightfully earned. I love you, Brother!

**Josh Goodman:** I remember the group interview that I attended a little over 6 years ago, where Bill Jennings presented the Opportunity Unlimited that American Income Life provides. I immediately saw the vision of what the company had to offer and knew it was something special that I had to be a part of. Working hand and hand with Bill for over 5 years, I learned that being a successful manager means being a consistent recruiter. You can get rich selling policies; however, you can become wealthier than your wildest dreams selling the opportunity! Enjoy your retirement, Bill.

**Rick Altig:** When you think of the classic American Income success story, Bill Jennings immediately comes to mind. Bill has been a leader in every facet of the business. Quality, Production, Recruiting, Public Relations, and Leadership Development all reflect Bill Jennings' brilliance and success.

Bill has touched and changed countless lives during his career. His legacy will continue to propel all of us.

**Jim Surace:** Well, certainly the SGA Meetings will not be as fun anymore without you there, Bill. Hopefully, you have mentored one of the SGAs and took him under your wing to keep some levity in our SGA meetings. Maybe for the first few meetings without you, you could record some jokes that we could keep on hand when things get too serious. And, you know you have left an impression on many SGAs, but I know with proper counseling they will recover and get better.

Seriously, Bill, Nancy and I will miss you and Wendi very much. I know we will still get together from time to time, but it is hard to imagine us (SGAs) together without you guys. Know that we will always be there for you. Always remember the important times we have had together; you know those times and those words. We love you and pray God's blessings on you, Wendi, and the children.

**Steve DiChiaro:** Wow, what can I say? Bill has been my manager, my mentor, but above all - *my friend*. Like many people in this company, I've had my highs and lows. I have had professional as well as personal challenges. Bill was there to share his countless experiences with me to help me overcome my professional challenges. When faced with the personal challenges, he focused on me as a person and not the problem. He provided guidance and support in a very difficult time in my life. Thank you for your belief in me. Without Bill Jennings in the lives of myself and my family, I know for certain that I would not be enjoying the opportunity, the career, and the position that I hold today with AIL. For that, I will be eternally grateful!

Enjoy what you have earned.

The number of First Time 15% Bonus winners in August was 296. Let's blow this number out of the water in September. Dare we say 400?

YTD Contest Total Payout: **\$183,706.23**

## First Time 15% Contest

### Top YTD Winners

### August Winners

\$3,838.33



Wayne Fader  
Marc Rosen Agency

\$3,753.59



Ben Halali  
Jatof-Foti Agency

\$3,448.63



Alberto Alcala  
Marc Rosen Agency

\$2,790.71



Earnest Powers  
Simon Arias Agency

\$2,571.58



Michael van Delft  
Imran Satti Agency

Manager	Bonus Count	Bonus Amount	Manager	Bonus Count	Bonus Amount	Manager	Bonus Count	Bonus Amount	Manager	Bonus Count	Bonus Amount
Samuel Cohen	7	\$2,223.42	Jesse Zwack	2	\$389.37	Anita Facundo	1	\$235.58	Vianney Ruiz	1	\$148.81
Wayne Fader	2	1,641.29	Kurt Walters	2	388.16	Nicholas Engrav	1	232.56	James Robinson	1	145.13
Reynaldo Singson	4	1,594.05	Richard Sprigg	1	374.57	Bradley Kampmeier	2	227.79	Mercedes Ayala	1	144.82
Alberto Alcala	6	1,590.54	Loralee Vasquez	2	369.72	Vance Bosch	1	223.55	Dustin Kiss	1	142.79
Cheryl Foti	3	1,333.10	David Melcher	2	362.95	Francisco Zarathustra	1	222.39	David Boshard	1	142.55
Earnest Powers	2	1,323.35	Gevorg Yanukyan	2	361.84	Matt Pflueger	1	217.62	Desi Dimitrova	1	141.66
Stephen Bendure	3	1,182.64	John Szoka	2	349.20	Jennifer Burrows	1	213.95	Ricardo Garavito	1	141.20
Michael van Delft	1	996.98	Brendan Boyle	2	345.26	Eric Cochran	1	213.95	Natalie Linker	1	141.20
Robert Shafer	2	914.33	Shawn James	2	341.67	Natalie Lloyd	1	212.46	Brian McTear	1	141.18
John Charlton	3	911.61	Emmanuel Villaseñor	2	332.04	Jason Ocean	1	210.44	Benjamin Foti	1	139.95
Philip Prata	3	910.95	Daniel McCarthy	1	331.87	Soen Sheppard	1	205.67	Brandon Teter	1	139.44
Alex Grakhov	3	898.91	Mark Ziemanski	1	329.81	Mitch Duplantis	1	204.12	Kelly McDonald	2	139.06
Thomas Reagan	3	888.68	Daniel Gamble	1	328.97	Phyllis Jones	1	203.53	David Popowitz	2	137.57
Steven King	3	872.74	Robert Vincent	1	328.87	Robert Kanaan	1	201.83	Robert Liles	1	137.33
Ryan Vopat	3	851.52	Robert Biser	1	315.35	Daniel Orr	1	201.83	Joseph Flynn	1	134.71
Garret Kun	2	833.06	Detreia Glover	1	314.49	Darron Hacker	1	198.24	LaTonya Tucker	1	134.64
Heather Pearce	1	772.76	Mathew MacCannell	1	311.94	Christopher Jordan	2	198.12	David Aronovich	1	133.80
Brock Adams	2	756.02	Kirk Alexander	2	310.08	Michael Boyer	2	195.48	Jason Young	2	131.99
Timothy Matteson	2	680.77	Eric LaBossiere	1	306.41	Steven Foti	1	192.62	Christopher Custer	1	128.30
Curt Snow	1	673.98	Katherine Georgiou	1	297.61	Michael Camara	1	191.07	Thomas Soloweyko	1	127.04
Arthur Greene	2	617.28	Adam Kiss	1	295.48	Samantha Chui	1	188.09	Charles Clagett	1	126.60
Harjeet Rana	3	589.37	Lawrence Hauck	1	292.16	Norma Crawford	1	187.19	Dustin Henderscheid	1	123.42
Herbert Adams	3	587.74	Daniel Phares	1	290.25	Kathryn Chaisson	2	184.81	Sharnitha King	1	122.88
Vanessa Garcia	2	577.60	Ryan Hall	1	289.63	Luis Bagundo	1	179.63	Dywon Terry	1	122.71
Julianna Jones	3	551.89	Shannon Donald	2	288.57	Beverly Brooks	1	179.18	Brian Sundberg	1	121.95
Erik Graham	2	549.95	George Lahamedjian	1	284.34	Daniel Valenzuela	1	178.35	Matthew Melhorn	2	121.14
Nicholas Zangardi	1	524.89	Tiffany Roland	1	280.89	William Heath	1	178.17	Stephen Jubrey	1	120.80
Steven Edgell	2	520.25	David Goodman	1	279.56	Kevin Yakowich	1	177.85	Mickey Beaver	1	119.66
Sharon Brenner	1	506.16	Amanda Deal	1	275.81	Travis Norman	2	174.60	James Isip	1	119.24
Jason Taylor	3	500.73	Kelvin McDiarmid	1	272.41	Craig Beck	1	174.29	Taneshia Solomon	1	118.84
Lee van Delft	1	498.50	Laura Fisher	1	269.42	Lee Jeffers	1	170.51	Amy Zimmerman	1	117.02
DeMario Cooper	3	484.15	Jamison Weatherspoon	1	262.45	Lorenzo Lameko	1	170.17	Karen Sessing	1	113.40
Jared Mlinarich	1	471.15	David Wang	1	261.90	Leon Thompson	1	168.48	Dorian Oldham	1	106.74
Steven Engrav	1	465.12	Michael McIntosh	1	259.15	Michael Zorn	1	166.26	Raymond Risucci	1	106.74
Rebecca Klebsch	2	455.56	Jeremy Welch	1	253.20	Scott Hanna	2	160.55	Carl Zimkeit	1	105.93
Gregory Engrav	2	450.89	Nicole Shelton	2	252.31	Ben Halali	1	159.26	Rishaun English	1	105.45
Michael Laramie	2	450.45	Maijargal Sukhbaatar	1	251.64	Ryan Bisanz	1	156.00	Margarita Kagan	1	105.22
Yvonne Hernandez	1	444.78	Jorell Washington	1	248.98	Zeve Katz	1	155.88	Luay Ghawi	1	104.41
Perquida Osborne	1	433.49	David Garbarskiy	2	246.25	Roger Melton	1	154.04	Andrew Streiff	1	103.86
Antoinette Yellock	2	433.26	Mathew Mealey	1	244.46	Michael Sakiewicz	1	153.30	Aaron Gebke	1	103.72
Byron Paz	2	424.27	James Allen	1	243.49	Tehani Maragos	1	152.86	James Ching	2	100.49
Tracy Haden	2	408.63	Brett Gryska	1	241.59	David Guzman	1	151.47			
Marcus Howard	1	396.48	David Ackerman	1	237.66	Timothy Watson	1	150.14			

# Promotions

**NEW SGA Steve DiChiaro**  
Colorado



**NEW SGA John Hancock**  
HO Illinois



## Regional General Agent

Vanessa Garcia    Renee Jeffries    Julianna Jones    Jeffery Thiel

## Master General Agent

Craig Beck    Amy Buskas    Damien Cameron    Kyriacos Davis  
Sidney Hodgskiss    James Hurlburt    Matthew Kernan    Dawn McElwain  
David Mellies    Heather Pearce    Patrick Taylor    Lorelee Vasquez  
Dichita Warren    Christopher Williams    Kent Zadko

## General Agent 60%

Juan Cardona    Maryna Danielian    Maria Greene    Christian Vasquez

## General Agent 57.5%

Dart Brown    Mario Chavez    Jonathan Cochran    Richard Cortez    Kellen Cuttance    Brandin Foes  
Crystal Hollingsworth    Clifton Horton    John Keiderling    John Manarte    Justin Nevitt    Alfredo Ramirez  
Robert Reagan    Brad Thomas    Lee van Delft    Thomas Vena

## Supervising Agent 55%

Teresa Butolph    Michael Camara    Bruce Davis    Robert Drake    Jacob Eyer    Raenan Guadez  
Rachel Henry    Brandi Joseph    Abolfazl Mohammadi    Felicia Najera    Oscar Polonio    Ryan Trimble

## Supervising Agent 52.5%

Ziad Aafouallah    Renee Anderson    Katrina Arnold    John Averi    Christopher Bauer    Christopher Benigni  
Leon Blake    Joseph Bossier    Khalil Brown    David Cassidy    Christopher Custer    Karim Elfeky  
Rishaun English    Emma Graham    Christopher Heckman    Kelby Hendricks    Ardith Jefferson    Wendy Jennings  
John Johnson    Brian Kaltsos    Ann Lawhead    Matthew Lopez    Matthew MacDonald    Olivia Mahieu  
Nyia McGhee    Jandar Naloev    Steven Newell    Adam Niman    Justin Oldham    Marcus Oliver  
Ariel Palma    Lynwood Randolph    Jesse Reeder    James Reilly    LaToya Richardson    Josh Sablan  
Theresa Sanfilippo    Samuel Serrano    Amy Shui    Daniel Stonge    Adam Trubacz    Jonathan Whitaker  
Christena Wong    Amy Zimmerman

## NEW Office Opening

SGA Gary Bleier opened a new office located at 10101 Market St., Suite D-95 Rothschild, WI 54474 with the promotion of GA Tony Christman

# BONUS

## PR Bonus\*

QUALIFIER	SGA	AMOUNT
Chuck Hill	Jatoft-Foti	\$5,283.00
Al Wall	Josh Chalom	2,516.00
Robin Andrade	HO MA	2,371.50
Alina Latinsky	Paul Rumbuc	1,762.00
Fran Christie	HO CD (BC)	1,723.00
Vivian Dwyer	HO US (VA)/Bitman	1,722.18
Kenneth Altizer	HO WV	1,617.00
Brenda Di Somma	HO NJ	1,438.25
Jennifer Chetwynd	Imran Satti	1,225.00
Darrell Dorey	Imran Satti	1,148.50

**TOTAL PR BONUS PAID: \$38,833.51**  
**83 PR Reps Qualified**

## Leadership Bonus\*

QUALIFIER	SGA	AMOUNT
Ben Halali	Jatoft-Foti	\$13,182.01
Robert Shafer	Scott Rehberg	10,241.31
Wayne Fader	Marc Rosen	9,131.99
Samuel Cohen	Fred Hadayia	9,032.06
Philip Prata	Theodore Pappas	8,372.43
Alberto Alcalá	Marc Rosen	8,145.11
Steven King	Paul Rumbuc	6,876.12
Stephen Bendure	Surace-Smith	6,679.20
David Hausman	Eric Giglione	6,079.23
Sarai Castanon	Jatoft-Foti	6,063.62

**TOTAL LEADERSHIP BONUS PAID: \$476,782.24**  
**556 Managers Qualified**

## Reinstatement Bonus\*

QUALIFIER	SGA	AMOUNT
Lance Martin	Surace-Smith	\$3,399.88
David Jackson	Tom Williams	2,882.12
Sami Mogannam	Jatoft-Foti	1,880.19
Arthur Westergren	Tom Williams	1,268.26
Jera Culbert	Cohen-Cohen	1,018.12
David Ackerman	Eric Giglione	817.02
Samson Adelufosi	Eric Giglione	709.47
Kristina Nelson	Cohen-Cohen	665.16
Heidy Morataya	Cohen-Cohen	604.30
Kathy Langley	Slav Bitman	589.95

**TOTAL REINSTATEMENT BONUS PAID: \$28,762.82**  
**93 Producers Qualified**

## WGB Bonus\*

QUALIFIER	SGA	AMOUNT
Freida Yakubov	Tom Williams	\$4,668.81
Kevin Ishikane	Altig-Orlovic	3,687.78
Lily Tchen	Cohen-Cohen	3,576.89
Jose Harb	Jatoft-Foti	3,490.24
Robert Reagan	Scott Rehberg	3,263.81
Roghie Hassanloo	Josh Chalom	3,178.29
Karen Sessing	Marc Rosen	3,124.42
Max Quasem	Cohen-Cohen	2,969.35
Bradley Ellison	Paul Rumbuc	2,857.43
Gary Jones	Jatoft-Foti	2,699.82

**TOTAL WGB BONUS PAID: \$788,656.42**  
**1,756 Producers Qualified**

# Anniversaries

### 34 Years of Service

Donald Wold

### 15 Years of Service

Mitchell Look

### 14 Years of Service

Gary Williams

### 11 Years of Service

Bradley Kincaid

Julie Wells

### 9 Years of Service

Eddie Dhillon

Dorian Oldham

### 8 Years of Service

Matt Henderson

Alex Roland

### 7 Years of Service

London Burnett

Kevin Haines

Matthew Kernan

Alison King

Marcus Smith

### 6 Years of Service

Ronald Marx

Brian Morse

Philip Prata

### 5 Years of Service

Cheryl Foti

Salvatore Giacchi

Kathleen Loughran

Harjeet Rana

Randolph Souliers

Lynda Williams

### 4 Years of Service

Ryan Bisanz

Robyn Ferraro

Jason Harris

Peter Kaplanis

Steven King

Tim McAdams

Michael Nelson

Philip Parisi

### 3 Years of Service

Stephanie Caccamo

Balvino Cardoza

John Cochran

Holly DiChiaro

Ross Ewen

Herman Fennell

Alex Grakhov

Sharif Grays

Brett Gryska

### 3 Years of Service (cont.)

Robert Kanaan

Marilyn Kohlbase

Thomas Stewart

### 2 Years of Service

Carmine Cupo

Candace Engelson

Pablo Garcia

Ryan Hall

Hyungjun Kae

Conrad Kim

Robert Liles

Michael Little

Daniel Orr

Tammy Schroeder

Thomas Soloweyko

Jason Taylor

Sara Welch

### 1 Year of Service

Brandon Asuka

Ala Awad

Christopher Bank

Jessica Barresi

Sharon Belcher

James Cunningham

Marg Deveau

### 1 Year of Service (cont.)

Ababacar Dia

Salvatore Gallo

Kristin Garramone-Hager

Detreia Glover

James Griffith

Jermaine Gunter

Melissa Hale

Jeffrey Hamano

Robert Hearn

Christopher Hussong

Mary Jartcky

Alexey Kalinin

James Kelly

Monika Kohl

Frank Kolligian

Jerry Kust

Arthur Lee

Akesa Lia

Elizabeth Likins

Moustafa Makhmoud

Lance Martin

Michael Martin

Derrick Mason

Charles Mickens

Michael O'Connor

### 1 Year of Service (cont.)

Christina Offman

Bohdanna Patrie

Jacky Pipkin

Ashley Preciado

Michael Romeo

Emelda Rosales

Alfredo Salazar

Chandler Sanzari

Andrea Sayson

Nelson Scott

Milton Smith

Violetta Sochka

Joshua Stankovich

Lola Tatum

Dywon Terry

David Thomas

Kim VanAtten

Jovica Vasik

Alba Wandurraga

Marisa Willgruber

William Winchester

Theresa Zanolick



**Total: \$1,333,034.99**

# Agency Director of the Month



## David Despot

David Despot is the Agency Director of the Month. His territory had 143% growth for the month of August.

Dave's leadership qualities are eclipsed only by his personal character. He is someone who has the knowledge, experience, and vision to help this company achieve its goal of 250 Million.

Congratulations, Dave!

## Perspective



**Larry Strong**  
Vice President of  
Agency Leadership Development

Larry Strong, Vice President of Agency Leadership Development, will be submitting a column each month on personal growth and leadership development. Look forward to reading Larry's thoughts on what you can do to strengthen your Agency and lead your team to successful heights.

### Domenico Bertini

Dear Friends and Associates,

Two years ago we gave birth to a very important council: the Career Agent Council. This council was formed by the top individual producers in our company. The standards for the 2008 Career Agent Council were based on tenure (4 years), production (125K), and quality (70%+).

These individuals will serve until August 2009 and will be asked to donate their time, experience, and field knowledge by meeting collectively with suggestions on how our field force can be more productive.

**"It is time for us to stand and cheer for the doer, the achiever, the one who recognizes the challenge and does something about it."** - Vince Lombardi

*It is with great pleasure that I present to you the new Career Agent Council for 2008-2009:*



## Got Influence?

You felt pretty good about the appointment when you set it, and now you're sitting at the kitchen table with your prospective new clients. Everything has lined up so far—you found the house okay, you are right on time with the schedule, both the husband and wife are there, and they even appear to be in a good mood and sincerely interested in what it is they are about to hear and see. From your quick assessment it seems that just about all the "external" factors seem to be lining up about as well as one could hope. Things are looking good.

But, what about the most important "internal" component - the one for which you have responsibility and ownership? Are you even aware of what it is and how integral it is to both the relationship building process and in establishing a successful and professional sales presentation? This one thing impacts literally everything you do.

Dr. John Maxwell is one of the most recognized and respected authors, speakers, and trainers on leadership today. Many of you have been exposed to his books, tapes, or workshops on leadership, and you may already know how he defines leadership. Simply put, John Maxwell defines leadership as influence. That is it—pure and simple—leadership is influence, and influence is the most important "internal" component of the sales process. I am sure we all agree that every new client/family you write business on is directly proportional to how effectively you influenced them through the relationship building, fact finding, needs analysis, benefit selection, qualification, and referral gathering process.

I love this definition for a couple of reasons. First, it is short and easy to "get." Second, I believe it is the best definition of leadership I have ever seen. Think about it. Take influence out of the leadership equation, and what's left? Third, it changes and challenges the traditional way we look at and think about who leaders are.

If one agrees that leadership is influence, then to some extent we are all leaders. The real issue is our "influence quotient." Our ability to influence others determines where we rank with what Maxwell calls our leadership "lid." The greater our ability to influence, the higher our "lid" and the stronger leader we are. The great thing about leadership is that we can get better at it by increasing our influence quotient. Whether you are a personal producer, SA, GA, MGA, RGA, SGA candidate, or current SGA, you can grow your ability to positively influence others. Frankly, your success in generating sales, training agents, or building an agency is going to be greatly determined by how effectively you influence others. So, how can we raise our lids?

**First**, we have to want to get better. This may sound ridiculous, but it is honest. If you are comfortable with where you are financially, personally, and currently - lined up with the AIL/NLICO opportunity - then don't kid yourself thinking that you are going to invest any time on growing as a leader and increasing your influence. This is a personal choice, but I would encourage each of us to constantly be looking for ways to renew ourselves. Why would we want to leave anything on the table during this wonderful adventure called life?

**Second**, we have to be intentional. If we want to increase our influence, then a defined plan and timetable must be part of our strategy. An idea without specific and consistent action is a wish.

**Action is next.** Don't make this overly complicated. The amount of resources available on leadership and personal growth is exhaustive. The Internet, books, tapes, seminars, and workshops are all great resources for us to explore, and I promise the more you dive into this stuff, the more you will hunger and thirst for more.

**Practice.** Don't worry; every sales presentation you make, every new Agent you recruit and train, every person you manage and lead, every new group you sign up as a PR Rep, and every step in building your Agency will give you ample opportunity to hone your craft of influence. The real question is whether or not we are improving and expanding our positive influence on others.

**Measure.** This is easy. Are you making more sales, recruiting and retaining more Agents, signing more groups, increasing your Agents, and growing your income? Put more simply, are you getting more of what you want?

**Adjust.** This is why we measure. If you are not seeing results, then one must identify why and where you need to make changes in your action plan. This is why it is beneficial to have someone else involved in the process with you. Our agencies and leadership are full of people who would be more than honored to help you grow personally and professionally, and they should already be engaged in their own growth plan anyway.

In closing, we all need to be reminded that we are going to leave our mark on the world. The real question is whether our mark is going to be like the shallow footprint on the beach that gets quickly washed away by the wave or if it will last through future generations who will remember how we made a positive difference in their lives.

**Lead on and run the race to win!**

TOP ACHIEVER CARDS—COLLECT THEM ALL

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Jatoff-Foti Agency:  
**Robert Ulreich**  
2007 Net ALP: \$172,545  
87% retention

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Eric Giglione Agency:  
**Scott Remmey**  
2007 Net ALP: \$152,226  
72.4% retention

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Bob Olson Agency:  
**Daniel Potilechio**  
2007 Net ALP: \$149,507  
87.5% retention

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Steve Hartman Agency:  
**Karen Stockwell**  
2007 Net ALP: \$136,515  
70.2% retention

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Cohen-Cohen Agency:  
**Max Quasem**  
2007 Net ALP: \$237,309  
82.6% retention

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Alltig-Orlovic Agency:  
**Tim Cruise**  
2007 Net ALP: \$181,480  
83.9% retention

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Alltig-Orlovic Agency:  
**Helen Taylor**  
2007 Net ALP: \$176,760  
88.2% retention

**Top Achiever**  
CAREER AGENT COUNCIL  
  
From the Alltig-Orlovic Agency:  
**Kevin Appasamy**  
2007 Net ALP: \$172,281  
81.7% retention



LDS  
Class of  
September '08

Saved the Best for Last

After 51 years of Leadership Development Seminars being held at Home Office, the leadership and growth of AIL/NILICO is expanding at such a phenomenal rate that the classroom will no longer be able to hold the multiplying future great leaders of our company. This LDS will go down in history as featuring some of the greatest leaders of American and National Income. Founder Bernard Rapoport spoke with such wisdom and vision that left all in the room truly inspired. AIL/NILICO pioneers Roger Smith and Scott Smith impacted attendees with motivating words about the endless opportunities waiting to be discovered. SGA legacies Eric Giglione, Rick Altig, Slav Bitman, Barry Dillah, Cindy Furer, Theo Pappas, and Jim Surace imparted

@the  
\* Hilton



Kim  
Collins  
Richard  
Meshulam  
Domenico  
Bertini  
Theo  
Pappas  
Nicholas  
Lorence  
Bonnie  
Williams  
Matthew  
Marshall



Team  
NILICO  
←

Evan H.  
Antonio M.  
Eric G.  
Alan W.

Ridgewood  
Country Club →

The Classroom where visions are born & leaders are made

invaluable wisdom about leadership responsibilities and opportunities. New SGA Simon Arias lit a fire of inspiration and determination that will certainly burn in the hearts and minds of all LDS attendants, and Recruiting Contest Winner Alberto Alcala shared his wisdom on recruiting for positive growth. Home Office leaders Rob Falvo, Domenico Bertini, Debbie Enstedt, Richard Meshulam, Debbie Gamble, and Larry Strong motivated the attendees and strengthened their foundations of leadership and integrity. The energy, positivity, and eagerness of the Agents and Managers was contagious; the places that these fine leaders will take their Agencies is exciting! AIL/NILICO honors your commitment to leading others to realize their dreams and reach endless opportunities.



# Individual Producers



**1. Robert Reagan**  
Cincinnati, OH



**Top IceBreaker**  
**2. Brian Jensen**  
Renton, WA



**3. Jose Harb**  
San Jose, CA



**4. Freida Yakubov**  
Ft. Lauderdale, FL



**5. Gary Jones**  
San Jose, CA



**6. Lily Tchen**  
Los Angeles, CA



**7. Kevin Ishikane**  
Honolulu, HI



**8. Bradley Ellison**  
Troy, MI



**9. Ernesto Magat**  
San Jose, CA



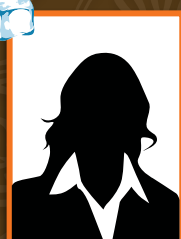
**10. Timothy Cruise**  
Las Vegas, NV



**IceBreaker 1**  
**Michael Cook**  
Cincinnati, OH



**IceBreaker 2**  
**Denice Copp**  
Halifax, NS



**IceBreaker 3**  
**Peggy Winston**  
Cleveland, OH

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1	Robert Reagan	\$24,777	86		Robert Shafer	Scott Rehberg
2	Brian Jensen	24,765	98		Andrew Bishop	Altig-Orlovic
3	Jose Harb	23,268	92		Ben Halali	Jatoft-Foti
4	Freida Yakubov	22,862	84.4		Elaina Bosco	Tom Williams
5	Gary Jones	20,650	97		Ben Halali	Jatoft-Foti
6	Lily Tchen	20,595	82.1		David Iriye	Cohen-Cohen
7	Kevin Ishikane	19,658	70.9		Daven Hermosura	Altig-Orlovic
8	Bradley Ellison	19,288	75.8		Sonny Gurney	Paul Rumbuc
9	Ernesto Magat	19,279	91		Ben Halali	Jatoft-Foti
10	Timothy Cruise	19,062	77.4			Altig-Orlovic
11	Jamison Weatherspoon	18,445	89.1		Nicholas Zangardi	Surace-Smith
12	Elvis O'Banor	16,912	92		Laura Fisher	Eric Giglione
13	Roghie Hassanloo	16,836	78.0		Byron Paz	Josh Chalom
14	Raymond Angeles	16,461	90		Daven Hermosura	Altig-Orlovic
15	Bianca Zaragoza	16,445	75.0			Steve Hartman
16	Karen Sessing	16,022	88.9		Mitchell Duplantis	Marc Rosen
17	Michael Cook	15,917	100		Robert Shafer	Scott Rehberg
18	Brenton Betts	15,417	99		Rory Crockford	Altig-Orlovic
19	Max Quasem	14,901	87.7			Cohen-Cohen
20	Mercedes Ayala	14,770	92		Ryan Hall	Eric Giglione

ALL TIME RECORD: STEVEN STENSURD \$71,391 1st Six Mo Agt

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Roghie Hassanloo	230,670	78.0		Byron Paz	Josh Chalom
*2.	Kevin Ishikane	174,230	70.9		Daven Hermosura	Altig-Orlovic
*3.	Lily Tchen	173,182	82.1		David Iriye	Cohen-Cohen
*4.	Steven Stensrud	158,362	76.1		John McGrath	Altig-Orlovic
*5.	Max Quasem	155,944	87.7			Cohen-Cohen
*6.	Freida Yakubov	139,131	84.4		Elaina Bosco	Tom Williams
*7.	Timothy Cruise	138,511	77.4			Altig-Orlovic
*8.	Helen Taylor	127,261	81.1		Bobby Gujral	Altig-Orlovic
*9.	Jamison Weatherspoon	124,009	89.1		Nicholas Zangardi	Surace-Smith
*10.	Bianca Zaragoza	119,670	75.0			Steve Hartman
11.	Elvis O'Banor	111,405	92		Laura Fisher	Eric Giglione
12.	Catherine Minor	109,488	81		Christopher Clark	Altig-Orlovic
13.	Amir Sedaghat	106,024	85.7		Amir Sedaghat	Altig-Orlovic
14.	Brenda Anderson	103,980	89		John Collins	Altig-Orlovic
15.	Karen Sessing	102,832	88.9		Mitchell Duplantis	Marc Rosen
16.	Bobby Gujral	99,762	93		Bobby Gujral	Altig-Orlovic
17.	Ross Ewen	97,704	75.9			Scott Rehberg
18.	Patrick Taylor	94,679	72.3		Patrick Taylor	Alt-Orl-Hay
19.	Kevin Appasamy	94,452	75.3			Altig-Orlovic
20.	Eugene Kashkin	94,364	91.6		Maijargal Sukhbaatar	David Orrico

ALL TIME RECORD: ZACHARY HART \$278,449 1st Six Mo Agt

Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Michael Cook	15,917	100		Robert Shafer	Scott Rehberg
2.	Denice Copp	13,591	96		Robert Kanaan	Imran Satti
3.	Peggy Winston	13,137	90		Michael LiBassi	Surace-Smith

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 10 Individual Producers list for the month, as well as the next Top 3 in this category.

# Supervising Agents



**1. Brendan Boyle**  
Plymouth Mtg., PA



**2. Francisco Zarathustra**  
Los Angeles, CA



**3. Eric Zweifel**  
Baton Rouge, LA

# General Agents



**1. Sarai Castanon**  
San Jose, CA



**2. Evan Holzhauser**  
Edison, NJ



**3. William Ray**  
Pittsburgh, PA



**4. James Ching**  
Long Island City, NY



**5. Danielle Jankowski**  
Toledo, OH

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Brendan Boyle	\$27,783	\$32,314	84		Samuel Cohen	Fred Hadayia
2.	Francisco Zarathustra	24,744	24,701	92		Yvonne Hernandez	Cohen-Cohen
3.	Eric Zweifel	19,249	23,358	91		Anthony Balsano	Robert Harris
4.	Lori Sellers	18,908	22,174	91		Michael LiBassi	Surace-Smith
5.	Norman Candelore	18,858	28,784	98		Jeffery Thiel	Simon Arias

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt  
ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Michael Garrett	189,785	214,924	72.4		Harjeet Rana	Imran Satti
2.	Michael Black	80,885	165,771	84		Brett Gryska	Oldham-Bianchi
3.	Maifea Fetu	79,855	118,790	82			Steve Friedlander
4.	Cara DeFiore	75,153	108,513	84		Kathryn Chaisson	Joe Manone
5.	Jorell Washington	74,327	115,540	83			Robert Harris

ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt  
ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Sarai Castanon	\$113,518	\$113,618	92		Ben Halali	Jatoft-Foti
2.	Evan Holzhauser	52,636	56,137	85.1		Laura Fisher	Eric Giglione
3.	William Ray	42,843	49,223	94		Jeffery Thiel	Simon Arias
4.	James Ching	39,081	42,879	93		Alberto Alcala	Marc Rosen
5.	Danielle Jankowski	34,984	43,583	74.8		Michael LiBassi	Surace-Smith
6.	Stephen Jubrey	32,440	40,198	90		Brett Gryska	Oldham-Bianchi
7.	Robert Vincent	31,359	44,245	89		Robert Shafer	Scott Rehberg
8.	Daniel Umbertone	29,083	32,221	97		Samuel LaSala	James Bailey
9.	Clifford Mekelburg	28,183	39,911	75.9		Wayne Fader	Marc Rosen
10.	Thomas Vena	21,986	31,183	97		Earnest Powers	Simon Arias

ALL TIME RECORD: TAINA LAMEKO \$195,544 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$208,278 Net ALP

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Evan Holzhauser	240,414	281,203	85.1		Laura Fisher	Eric Giglione
*2.	Sarai Castanon	230,436	237,495	92		Ben Halali	Jatoft-Foti
*3.	James Cunningham	205,198	291,417	74.2		Nicholas Zangardi	Surace-Smith
*4.	James Aalders	204,118	252,276	72.7		Harjeet Rana	Imran Satti
*5.	Danielle Jankowski	172,134	273,886	74.8		Michael LiBassi	Surace-Smith
6.	William Ray	163,127	206,863	94		Jeffery Thiel	Simon Arias
7.	Clifford Mekelburg	162,297	244,145	75.9		Wayne Fader	Marc Rosen
8.	Martin McCarthy	139,249	209,547	80.0		Ryan Vopat	Surace-Smith
9.	Raymond Risucci	135,178	247,509	72.8		Dorian Oldham	Oldham-Bianchi
10.	Stephen Jubrey	134,789	194,870	90		Brett Gryska	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt  
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

## ■ Master General Agents



**1. Ben Halali**  
San Jose, CA



**2. Samuel Cohen**  
Plymouth Mtg., PA



**3. Robert Shafer**  
Cincinnati, OH



**4. Philip Prata**  
Flushing, NY



**5. Laura Fisher**  
Edison, NJ

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
August Production	1.	Ben Halali	\$106,495	\$108,561		81.7	Jatoft-Foti
	2.	Samuel Cohen	87,091	112,749		70.3	Fred Hadayia
	3.	Robert Shafer	79,962	89,758		85.2	Scott Rehberg
	4.	Philip Prata	73,206	124,068		72.1	Theodore Pappas
	5.	Laura Fisher	71,783	89,542		70.7	Eric Giglione
	6.	Jeffery Thiel	58,507	58,915		70.0	Simon Arias
	7.	Julianna Jones	53,276	54,947		70.7	Barry Dillah
	8.	Alberto Alcala	53,126	79,668		73.4	Marc Rosen
	9.	Wayne Fader	52,424	71,341		70.9	Marc Rosen
	10.	Stephen Bendure	51,028	66,768		68.1	Surace-Smith
ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt							
ALL TIME RECORD: JEFF RIBMAN \$364,483 Net ALP							

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
YTD Production	*1.	Brett Gryska	462,877	872,797		79.7	Oldham-Bianchi
	*2.	Jeffery Thiel	372,010	412,298		70.0	Simon Arias
	*3.	Stephen Bendure	355,778	519,129		68.1	Surace-Smith
	*4.	Laura Fisher	350,839	542,158		70.7	Eric Giglione
	*5.	Joseph Moore	337,543	379,172		72.8	Matt Henderson
	6.	Earnest Powers	335,359	369,323	83		Simon Arias
	7.	Wayne Fader	331,313	429,751		70.9	Marc Rosen
	8.	Cheryl Foti	328,372	835,200		70.8	Jatoft-Foti
	9.	Samuel Cohen	320,265	606,882		70.3	Fred Hadayia
	10.	Robert Shafer	312,829	353,153		85.2	Scott Rehberg
ALL TIME RECORD: JEFF RIBMAN \$1,802,351 1st Six Mo Agt							
ALL TIME RECORD: PAUL RUMBUC \$2,168,283 Net ALP							

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
August Production	1.	David Hausman	\$138,774	\$199,919		73.6	Eric Giglione
	2.	Mitchell Duplantis	128,815	202,675		69.9	Marc Rosen
	3.	Sonny Gurney	127,994	302,469		73.1	Paul Rumbuc
	4.	Francisco Perez	124,281	200,603		72.2	Theodore Pappas
	5.	Christopher Stephens	116,445	155,921		72.8	Jatoft-Foti
ALL TIME RECORD: JIM BIANCHI \$250,884 1st Six Mo Agt							
ALL TIME RECORD: JIM BIANCHI \$470,822 Net ALP							

	Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	SGA
YTD Production	*1.	Mitchell Duplantis	876,718	1,255,746		69.9	Marc Rosen
	*2.	Harjeet Rana	848,381	1,303,010		69.9	Imran Satti
	3.	Francisco Perez	845,091	1,348,720		72.2	Theodore Pappas
	4.	David Hausman	810,842	1,367,834		73.6	Eric Giglione
	5.	Sonny Gurney	706,446	1,846,543		73.1	Paul Rumbuc
ALL TIME RECORD: JIM BIANCHI \$1,989,902 1st Six Mo Agt							
ALL TIME RECORD: JIM BIANCHI \$4,570,094 Net ALP							

## ■ Public Relations



**Susan Fuldauer**  
PR MANAGER  
Indianapolis, IN



**Chuck Hill**  
CATEGORY A  
Concord, CA



**Brenda Di Somma**  
CATEGORY A  
Newark, NJ



**Vivian Dwyer**  
CATEGORY B  
Ashland, VA



**Robin Andrade**  
CATEGORY B  
Malden, MA



**Kenneth Altizer**  
CATEGORY C  
Nebo, WV



**Cheryl Cook**  
CATEGORY C  
Pittsburgh, PA

	Category	Rank	Name	Production	SGA	
August Production	Mgr	1.	Susan Fuldauer	7,933 Cards	HO IN	
		2.	Chuck Hill	6,920 Cards	Jatoft-Foti	
		3.	Malka Arony	4,391 Cards	HO Los Angeles/Hartman	
	A	1.	Chuck Hill	3,602 Cards	Jatoft-Foti	
		2.	Brenda Di Somma	2,403 Cards	HO NJ	
		3.	Larry Lozano	2,208 Cards	Jatoft-Foti	
		4.	Fran Christie	1,575 Cards	HO CN/BC	
		5.	Brenda Stipanovich	1,512 Cards	HO PA	
	B	1.	Vivian Dwyer	3,512 Cards	HO US (VA)/Slav Bitman	
		2.	Robin Andrade	3,202 Cards	HO MA	
		3.	Lou Nell Busby	2,863 Cards	HO KY	
		4.	Michelle Baxter	2,776 Cards	HO IN	
		5.	Al Wall	2,312 Cards	Josh Chalom	
	ALL TIME RECORD: 18,960 Cards					
	C	1.	Kenneth Altizer	17 Groups	HO WV	
2.		Cheryl Cook	9 Groups	HO PA		
3.		Jerry Hartnett	8 Groups	Surace-Smith		
4.		Krissa Hensley	7 Groups	Surace-Smith		
5.		John Wagner	6 Groups	HO S. Ohio		
ALL TIME RECORD: VIVIAN DWYER 55 Groups						

	Category	Rank	Name	Production	SGA	
YTD Production	Mgr	*1.	Chuck Hill	47,620 Cards	Jatoft-Foti	
		*2.	Malka Arony	46,468 Cards	HO Los Angeles/Hartman	
		3.	Susan Fuldauer	45,370 Cards	HO IN	
	A	*1.	Rona Pileggi Spano	24,107 Cards	HO Chicago	
		*2.	Brenda Di Somma	18,502 Cards	HO NJ	
		3.	Chuck Hill	16,717 Cards	Jatoft-Foti	
		4.	Larry Lozano	15,482 Cards	Jatoft-Foti	
		5.	Mark Gagliardi	14,517 Cards	Jatoft-Foti	
	B	*1.	Al Wall	27,576 Cards	Josh Chalom	
		*2.	Robin Andrade	21,451 Cards	HO MA	
		3.	Vivian Dwyer	16,214 Cards	HO US (VA)/Slav Bitman	
		4.	Cynthia Layton	13,630 Cards	HO KS	
		5.	Darrell Dorey	13,108 Cards	Imran Satti	
	ALL TIME RECORD: DENISE BOWYER 61,879 Cards					
	C	*1.	Kenneth Altizer	94 Groups	HO WV	
*2.		Donald Spohn	50 Groups	Surace-Smith		
3.		Richard Case	48 Groups	Surace-Smith		
4.		Cheryl Cook	44 Groups	HO PA		
5.		Jerry Hartnett	41 Groups	Surace-Smith		
ALL TIME RECORD: KENNETH ALTIZER 136 Groups						

Public Relations Manager selection guidelines for recognition in the Spotlight are as follows:  
Must have two PR Representatives coded and meet all production requirements.  
Category A = SGA categories I and II.  
Category B = SGA categories III, IV, V, VI, VII, and VIII.  
Category C = Top number of group credits signed from all SGA categories.  
Also, please note, the number of leads will be used to break a tie in Category C.

## ■ Regional General Agents



**1. David Hausman**  
Edison, NJ



**2. Mitchell Duplantis**  
Long Island City, NY



**3. Sonny Gurney**  
Troy, MI



# State General Agents

New SGAs with pro-rated objectives are not eligible to compete for Year To Date Awards. SGAs must be at full objective for the last 6 months of the year.



**Jim Surace**  
CATEGORY I



**Marcus Smith**  
CATEGORY I



**Marc Rosen**  
CATEGORY III



**Fred Hadayia**  
CATEGORY IV



**Scott Rehberg**  
CATEGORY V



**Scott Keeney**  
CATEGORY VI



**Simon Arias**  
CATEGORY VII



**James Logan**  
CATEGORY VIII

1st Six Month Agent						
Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
August Production	I <b>Surace-Smith</b>	71.3		\$264,011	\$221,000	119
	Jatoft-Foti	72.7		215,879	210,000	103
	Eric Giglione	73.6		170,678	170,000	100
	III <b>Marc Rosen</b>	69.7		128,533	94,000	137
	Theodore Pappas	72.7		124,281	100,000	124
	Imran Satti	70.5		110,397	89,000	124
	Sabrina Lloyd	88		10,480	9,550	110
	IV <b>Fred Hadayia</b>	69.2		135,536	87,500	155
	Alt-Orl-Traboulay	70.8		90,134	73,500	123
	V <b>Scott Rehberg</b>	77.7		88,412	65,400	135
Slav Bitman	68.8		80,164	73,500	109	
Allan Jennings	75.8		74,864	69,500	108	
VI <b>Scott Keeney</b>	72.2		73,323	62,000	118	
James Bailey	83		60,630	52,000	117	
Mark Hancock	69.8		60,173	57,500	105	
VII <b>Simon Arias</b>	86		157,930	39,000	405	
Tim McAdams	85		62,057	37,000	168	
Travis Moody	87		42,302	34,500	123	
Eddie Dhillon	70.0		40,026	34,500	116	
VIII <b>James Logan</b>	70.6		41,742	32,500	128	

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
YTD Production	I <b>Surace-Smith</b>	71.3		2,543,970	1,768,000	144
	III <b>Sabrina Lloyd</b>	88		47,033	19,100	246
	Imran Satti	70.5		853,339	712,000	120
	Marc Rosen	69.7		882,282	752,000	117
	Theodore Pappas	72.7		851,282	800,000	106
	V <b>Slav Bitman</b>	68.8		691,730	550,500	126
	Allan Jennings	75.8		571,002	556,000	103
	VI <b>Mark Hancock</b>	69.8		476,729	460,000	104
	VII <b>Simon Arias</b>	86		726,813	204,500	355
	Tim McAdams	85		323,930	259,000	125
VIII <b>Joseph Diecedue</b>	71.5		267,281	260,000	103	

Top Rookie						
August	VII	<b>Simon Arias</b>	86	157,930	39,000	405

**TOP ROOKIE**  
**Simon Arias**  
Category VII



The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of 1st Six Mo Agt Objective for the featured month.



**Jim Surace**  
CATEGORY I



**Marcus Smith**  
CATEGORY I



**David Cohen**  
CATEGORY II



**Micah Cohen**  
CATEGORY II



**Sabrina Lloyd**  
CATEGORY III



**Fred Hadayia**  
CATEGORY IV



**Mark Hancock**  
CATEGORY VI



**Simon Arias**  
CATEGORY VII



**Randy Teyssier**  
CATEGORY IX

Net ALP						
Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
August Production	I <b>*Surace-Smith</b>	71.3		\$562,579	\$433,000	130
	Paul Rumbuc	73.1		332,063	308,000	108
	Jatoft-Foti	72.7		419,507	412,000	102
	II <b>*Cohen-Cohen</b>	79.2		307,695	282,000	109
	III <b>*Sabrina Lloyd</b>	88		30,547	17,250	177
	Marc Rosen	69.7		204,218	182,000	112
	Theodore Pappas	72.7		199,764	191,000	105
	IV <b>*Fred Hadayia</b>	69.2		199,751	169,000	118
	Alt-Orl-Traboulay	70.8		154,418	143,000	108
	Alt-Orl-Deley	69.7		164,813	165,000	100
VI <b>*Mark Hancock</b>	69.8		126,323	113,000	112	
VII <b>*Simon Arias</b>	86		159,432	78,000	204	
Travis Moody	87		76,687	69,000	111	
IX <b>*Randy Teyssier</b>	93		21,888	16,250	135	

Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
YTD Production	I <b>Surace-Smith</b>	71.3		4,561,537	3,464,000	132
	II <b>Cohen-Cohen</b>	79.2		2,379,737	2,256,000	105
	III <b>Sabrina Lloyd</b>	88		104,742	34,500	304
	IV <b>Josh Chalom</b>	72.6		1,614,907	1,320,000	122
	Alt-Orl-Deley	69.7		1,476,052	1,320,000	112
	V <b>Slav Bitman</b>	68.8		1,168,165	1,086,000	108
	VI <b>Mark Hancock</b>	69.8		1,056,532	904,000	117
	VII <b>Simon Arias</b>	86		781,291	404,000	193
	IX <b>Randy Teyssier</b>	93		40,134	32,500	123

Top Rookie						
August	VII	<b>Simon Arias</b>	86	159,432	78,000	204

**TOP ROOKIE**  
**Simon Arias**  
Category VII



The Top Rookie is an SGA with less than one year tenure who achieved the highest percentage of Net ALP Objective for the featured month.



four week submit month - August 2008  
**\$8,550,000** Net ALP in **2008**  
 VS  
 five week submit month - August 2007  
**\$8,366,000** Net ALP in **2007**



**August 2008**  
 4th highest production  
 month this year

YTD Growth  
 above **16%**

**7th (out of 8) monthly  
 production number  
 sets an all-time  
 record**

*Opportunity Unlimited rests not in what you are given; rather, it lies in achieving the phenomenal by making the most of what you have. The "World's Greatest Sales Force" ventured full speed ahead to reach production and recruitment heights that exceeded those of August 2007. Your effort in this four week submit month made all the difference. Greater production and in less time - excellent work, AIL/NILICO!*

**7th consecutive month  
 over 8 Million**

## Perspective



**Rob Falvo**  
 Senior Vice President of  
 Field Operations

## Unlimited

There Is No LIMIT except between our ears. Attitude plus aptitude determines altitude.

The most important task to undertake is to make ourselves better at what we do, and that means ongoing personal development. Study as if you can never learn all you want to, and review as if you have forgotten everything you have studied. You cannot overstuff your brain. Some of what you pick up may be frivolous and not useful, but we owe it to ourselves and those we serve to learn, learn, and learn.

We always tell our children to do their homework and study. We have to do the same, whether it is formal or informal. Learn to earn, but remember that earnings are not the only objective. Being able to converse with people and being knowledgeable in many fields, not just the insurance business, will make us all more affable and sociable and can help us build future relationships more easily. The surest sign of getting old is when you stop learning.

There are no limits on what people can do. Limits can be raised. The only limitation is the will to try, the will to apply energy to the effort. Studying, experimentation, and exertion can raise each of us to a higher level, but it all begins in our minds. We have to think about where we want to go and what we must do to get there. The knowledge is there for the taking; our job is to find the areas in which we want to excel and then invest the time required. It is all a matter of supply and demand. You supply the effort and the study, and the demand from everyone, including yourself, will be filled. It also works to think of it in the opposite terms. You demand more effort from yourself, and the supply coming out of you will be greater.

Today's business environment leaves no room for standing still, no room for the status quo. We must constantly strive to improve. Technology illustrates this best. Typewriters gave way to computers; vinyl records have disappeared in favor of CDs and now, more recently, I-Pods; drive-in movies conceded to VHS, then DVDs, and now video on demand; land lines are losing out to cell

phones; ATM machines are replacing bank tellers; and web sites take business away from "brick-and-mortar" stores. We are forced to adapt even when we'd rather not. The winners in our business are the ones who welcome change, for themselves and for the people who look to them for leadership.

Goals are important, too. It can help to discuss your goals with family, colleagues, and others close to you. Put yourself out on a limb, and let people know what you want to accomplish after you've settled it in yourself that you know what you want to achieve. My highest goal is putting other people first, and family and home head the list. We all need a place where we feel safe and secure and can relax and gear up for the challenges ahead.

Each of us is a unique individual. We all have the power of choice. We can choose to simply "get along" or we can choose to excel and make ourselves winners. We can have all the mentors and managers in the world, but, ultimately, who is in charge of you? We need all the help we can get, and we need to help others as we are helped, and more so. The bottom line is what you do with what you have and what you pass on to those coming up behind you. Just do it and stand back, because the results will overwhelm you and everyone else.

*Make it an  
Award  
Winning  
Production*



SEE YOU ON THE RED CARPET

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# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Matthew Glisson	\$642.18	Christy Starr	\$584.83	Jacqueline Reim	\$512.27	Bryan Graff	\$457.34
Joshua Stankovich	641.86	Marcus Slayton	581.67	Ron Seigel	509.43	Krystle Chichester	455.06
Gabriel Feldmann	640.48	Sergio Hernandez	581.46	Sharnitha King	506.98	Arnold Pacleb	454.97
Mickenzie Linse	637.67	Patrick Cammarata	581.08	Edward Pierre-Paul	504.97	Amy Shui	453.33
Mark Harhager	634.54	Anthony Paradiso	579.69	Darryl Harrison	504.24	Robert Prodnick	452.05
Maria Esposito	634.44	Julie Fernandez	577.50	Jamison Blom	503.80	Anne Duggan	451.90
Matthew Nereng	633.72	Ed Olfert	576.54	Salvatore Giacchi	503.55	Beau Springer	451.13
Jason Crenshaw	633.43	John Brandon	576.50	Jonathan Tomko	502.85	William Reed	450.99
Sean Hall	633.13	James Griffith	575.87	Mellissa Craver	501.93	Noris Flores	450.55
Hector Urena	632.98	George Kuruvilla	574.21	Lisa Mullnix	501.86	Bradley Kincaid	449.82
James Aalders	632.89	John Johnson	572.78	Geron Harris	500.02	Anthony Medlock	449.66
Jo Karr	630.34	John Vidro	571.85	Andrew Heberd	498.74	Brian Lukens	448.20
Ralph Lawton	626.42	Raemona Winningham	570.59	Adelfa Parinas	498.41	Mark McGuigan	447.59
Andrew Bishop	625.89	Vieva Battiste	570.31	Donald Wold	497.07	James McCollum	447.11
Rickie Sasser	625.39	Rigoberto Pedroza	569.24	Christopher Achey	496.84	Catherine Minor	445.82
Petrisor Ionescu	624.67	Brandon Kissinger	565.27	James Seaborn	495.89	Latoya Richardson	445.28
Gregory McMeekan	623.08	Lorie Keller	564.88	Twila Hardy	493.38	Dawn Androyana	445.22
David Ingram	622.88	Luciana Mosca	564.70	William Collins	492.96	Georgia Georgopoulos	444.16
Scott English	621.65	Terry Kragero	564.41	Evan Wicklund	491.40	Jennifer Trznadel	443.75
Gema Jimenez	621.49	Paramjit Sangha	561.45	Richard Pasternack	490.97	Sean Robinett	440.87
Dennis Whitehead	620.92	Jason Hinson	560.54	Glenda Cody	489.28	Jonathan Cochran	440.10
Rose Deacy	618.98	Eun Oh	559.80	Shawn James	488.63	Alfonso Garcia	440.08
Imani Webb	618.98	Jeremy Engrav	559.58	Brent Arbour	488.28	Craig Byer	438.84
Toby Potter	618.90	Lynn Jones	558.57	Jason Duncan	487.24	Thomas Tulowiecki	438.46
Gregory Luna	618.86	Matthew Cisneros	558.18	Cody Montgomery	483.99	Tammy Zagata	436.85
Tammy Schroeder	617.86	Jeffrey Mayfield	558.04	Tuyet Dang	481.90	Shaun Williams	436.09
Brian Balch	616.83	Garik Petrosyan	557.50	James Butler	481.69	Billy Wilder	435.49
Syntoshia Tolbert	613.98	William Buckenmeyer	557.23	Dale Dalager	481.42	Larry Malitz	434.74
Charles Perez	613.81	John Pagano	556.99	Varonica Provenza	481.25	Maurice McFarlane	434.50
Elizabeth Hodgson	613.29	Kimberly Riley	556.00	I-Perfection Harris	479.62	Fanchon Hooker	433.02
Emmanuel Paye	611.45	Sean Lacroix	555.30	Alfredo Salazar	478.20	William Kennedy	431.09
Chad Lewis	609.63	James Larkin	549.36	Vanessa Clark	477.21	Gabriel Manzo	428.36
Leila Newman	609.33	Kelly Irwin	546.32	Todd O'Neill	476.58	Mildred Rush	428.35
Steve Dietschy	608.91	Mario Hernandez	545.95	Jason Scott	475.48	Ronald Berube	426.94
Angela Albergotti	606.86	Michael Brown	545.61	Jacob Fowler	474.38	Debora Funk	426.84
Rochelle Bolen	605.34	William Gordon	545.42	Krystin Esley	474.31	Andrew Skarka	426.14
Anca Susan	605.31	Al-Karim Walji	541.32	Huihann Wee	472.38	Charles Clagett	425.52
Nicholas Rice	604.87	Donald McCrary	539.55	John Farley	472.22	Richard Flores	423.79
Ryan Clark	604.45	Alex Felix	539.18	Andrew Gallegos	469.95	Scott Davis	423.56
Sarah Pearson	603.64	Tahila Mateni	536.07	Corby Jespersion	468.32	Alek Auxier	422.70
Gus Graham	603.16	Loralee Vasquez	535.37	Rishaun English	468.09	Christopher Feiner	421.64
Arthur Lee	602.74	Richard Lutz	534.37	Carlos Chavez	467.01	Johnathan Olsen	420.74
Laura DiPietro	601.39	Brandon Schwed	533.40	Timothy Zettlemoyer	466.10	Ghina Malaney	419.56
Christopher Brooks	601.09	Benjamin Diewold	532.74	John DeRosier	464.32	Vincent Caldwell	419.10
Robert Hewitt	599.68	Erik Costello	530.78	Lazarus Echeta	463.05	James Hale	419.01
Jay Newsome	599.15	Zachary Hart	528.58	Raymond Conde	462.86	Sharonda Moses	417.74
Christopher Keller	597.30	Andrew Belsky	525.05	Henry Getty	462.14	Darryl Mitchell	416.98
Cynthia Wilwayco	596.76	George Manuel	522.96	Kurt Walters	461.95	John Serrano	416.68
Renee Anderson	595.74	L Preston Wade	522.66	Bruce Davis	461.81	Jerecia Hall	415.24
Justin Germany	594.95	Osei Agyeaman	522.35	Alba Izcoa	460.90	Ronald Stingley	415.12
Omar Hashimi	594.78	Godlove Mbah	520.89	Noel Ables	459.49	Jasen Braun	415.06
Alex Hernandez	593.50	Khalil Brown	520.87	Ross Ewen	459.42	Sellenne Varela	414.97
Jason Hnatonko	590.02	David Walton	517.77	Susie Nguyen	459.38	Dara Colbert	414.73
Katrina Arnold	589.90	Natalya Kashevskaya	516.24	Benjamin Eggen	459.36	Nichole Turner	413.75
Patrice Reid	588.15	Kristyne Rowley	515.25	Ahmed Karkoura	458.00	Manuel Gogolin	413.40
Josephine Ramos	585.30	Melissa McCall	514.31	David Simoes	457.84	Annalee Ritter	412.00

# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ariel Palma	\$410.72	Jonas Hahn	\$377.74	Joseph Hecker	\$345.93	Michael Boyer	\$315.87
Jaclin Pantalone	410.61	Jennifer Petty	376.75	Brandon Asuka	345.75	Gregory Jones	315.40
Brett Stephens	409.52	Anthony Williams	375.60	Pablo Cruz	345.31	Catherine Cusyck	314.59
Mary Dawson	408.66	Jackie Alston	375.58	Milligan Hinson	345.05	Arjai Jackson	314.20
Grisel Faulkner	408.54	Christopher Custer	375.41	Joseph Bossier	344.81	Christena Wong	312.04
Nicholas Esposito	408.31	Jeffrey Dugan	374.75	Lori Kashfinejad	344.74	Taneshia Solomon	311.82
Joycelyn Wells	408.10	Amanda Sanchez	373.88	Stephen Cornwell	343.50	Christopher Plitt	311.60
Mickey Flinn	408.06	Eric Hebert	373.58	Matthew Gonzales	342.81	Brandon Davis	311.01
Jeremy Philbin	407.66	Victoria Ramirez	373.40	Ashley McCree	341.34	Bryan Fareri	310.55
Walter Krywulych	407.21	Michael DiMarco	373.24	David Honey	340.90	Andrea Yee	309.85
Michael Bromberg	406.87	Cole Cronin	373.06	Scott Florin	340.85	Michael Camara	309.75
Victoria Wnek	406.35	Muslimah Baldwin	371.99	Martin Duffield	340.40	Mark Lindenmann	309.41
Dennis Robinson	404.76	Amber Howery	371.95	Shameeka Pearson	339.12	David Kaufman	309.21
Thomas Kennedy-Cook	404.17	Brandon Bluhn	371.80	Alba Wandurraga	338.95	David Epifano	308.36
Calvin Moore	403.27	James Scholder	371.62	Jason Zamora	337.84	Shannon Ballard	307.73
Cole Stukenholtz	402.68	Kevin Haines	371.28	Thomas Matthews	337.03	James Marks	307.17
Terry Knudson	402.28	Colleen Goodine	370.09	Delilah Rivas	335.74	Greg Stewart	306.85
David Rollinger	401.75	Arthur Baker	369.96	Hilda Carrillo-Robles	335.46	Mina Afu	306.75
Bradley Kampmeier	401.62	Sylvain Sawyer	369.18	Michael Mandella	334.48	Jenna Burchill	306.44
Adam Greenbaum	401.23	Harold Miner	368.68	Angelica Gallardo	333.63	Allen Nelson	306.37
Evan Holzhauer	401.19	Wilfredo Santiago-Cruz	365.84	Gregory Latimer	332.34	Daniel Pickel	305.88
Adam Scriver	397.65	Linda Bird-Harris	364.94	Nina Edmonds	332.22	Nicholas Brown	305.43
Amber Wallace	397.33	Charles McGraw	364.69	Garret Kun	332.14	Detreia Glover	304.44
Tiffany Churchill	397.24	Wendy Warfel	363.01	Brian Brewer	331.95	Lesly Bernard	304.36
Justin Nevitt	396.68	Naera Pomare	362.79	Majesta Davis	330.93	Tanya Lockhart	304.06
Leonard Brooks	396.54	Harley Wright	361.26	Valrie Joyner	330.87	Adam Schacter	303.84
Laurie Williams	396.16	Talia Witt	361.25	Cathy Thompson	330.79	Jason Bianco	303.09
Daniel Scoggins	395.92	Adam Trubacz	360.98	Jennifer Holliday	330.45	Saeideh Nessar Ali	302.31
Robert McDonald	394.99	Natalie Bryson	360.05	Carmen Johnston	330.19	Iryna Sushkova	301.23
John Hughes	394.55	Renata Kent	360.01	Janelle Susen	330.05	Ryan Iacobbo	300.34
Paul Johnson	394.39	Samuela Matelau	359.84	Jennifer Garcia	329.85	Jeffrey Gilpatrick	299.76
Ira Buratt	393.05	Richard Gallego	359.25	Thomas Parker	329.59	Jamie Whitbey	299.44
Leah Barr	391.68	Jomari Holder	358.68	Isabelle Hernandez	328.28	Tina Ward	295.48
Renata Szwab	391.43	Walter Powell	358.55	Larry Chick	327.17	Helen Papazyan	295.27
Ericson Caneso	391.00	Andrew Lee	358.33	Adam Wolfe	326.96	Derrick Mason	294.27
Erik Rice	389.39	Benjamin Vondrak	358.33	Sophia Davis	325.62	Jennifer Alfred-Norris	294.20
Bryant Smith	389.19	Kevin Holtz	356.82	Charles Wachuku	325.50	Akiesha Cochran	293.23
Corrie Williams	387.84	Joseph Serrano	356.51	Regina Knieser	325.34	Darron Hacker	293.01
Anthony Mele	387.78	Stephon Donaldson	356.35	Shawn Wilson	325.25	Juan Morales	292.89
Jeff Lamar	385.80	Jonathan Vanryn	355.66	Paulo Rosa	324.23	Kendall Reeves	292.33
James May	385.56	Meriwether Downey	355.13	Jimmie Flakes	323.95	Jennifer Dillon	292.11
Paul Teko	385.23	John Averi	354.34	Perry Whitehead	322.63	Josh Sablan	292.07
Jason Sutton	384.83	Stephanie Caccamo	353.50	Hakob Chadryjan	322.06	Jandar Naloev	291.39
Dewey Lewis	384.79	Noah Wright	353.30	Kathleen Unitas	321.78	Ineida Andrade	290.61
Edward Bernard	384.51	John Hunter	352.57	Heather Hewitt	321.19	Joseph Grandbois	290.57
Kristina Gerhard	383.92	Karolina Debek	351.20	Anthony Kinzler	319.64	Aaron Hickenbottom	289.13
Hyungjun Kac	383.59	Lubedolo Ntontolo	350.92	James Ching	319.07	Erin Botts	288.36
Jose Lomeli	383.52	Juan Acevedo	350.84	James Black	318.60	Megan Brown	288.35
Nicholas Lorence	383.42	Theresa Nielsen	350.40	Christopher Heckman	318.47	Janette Meza	285.60
Anne Powihongi	382.91	Kathryn Dickens	350.38	Johnathon Ellington	318.18	Mitchell Phillis	285.56
Peter Kwiatkowski	382.61	Timothy Vizeau	350.35	Adam Niman	318.08	Dustin Dunlap	284.99
Chad Zalunardo	381.03	Dick Nakatani	350.16	Larry Bolinske	317.52	Michael Rome	283.47
Brett Neal	380.93	Caleb Douce	349.75	Peter Soybel	317.29	Wendell Ottley	282.81
John Cochran	380.84	Aseneth Meza	348.72	Ronald Rivera	316.45	Jerome Kastrow	282.77
Richard Dinwiddie	379.40	Karen Goni	347.03	Winston Lewis	316.37	Melissa Tomberlin	281.42
Daniel Combs	379.24	Nanaama Bartels	346.40	Robert Drake	316.25	Mike Hudnall	280.63

# World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Tiffany Roland	\$280.44	Robert Granzow	\$248.58	Damien Cannaday	\$216.61
Tihesha Allen	280.35	Daniel Stonge	247.83	Nicholas Moakley	216.36
Giselle Thomas	279.18	Joshua Berns	247.81	Frances Williams	215.75
Diana Upchurch	278.26	Sandra Reite	247.02	Susan Devore	215.52
Victor Christman	278.26	Daniel Bird	246.19	Brad Thomas	215.13
Joshua Orsi	278.25	Marc-Olivier Crete	245.66	Dmitriy Kagan	213.83
Adrian Moye	277.71	Nicholas Wolle	245.46	Nasser Alvarado	213.15
Mark Myles	277.48	Mitchell Look	244.85	Emade Georges	211.51
Marc Younger	276.59	Jerry Kust	244.32	Catherine Sanoubane	211.39
Catherine Wilson	276.49	Jennifer Hook	243.13	Charles Mickens	210.28
Athar Sheikh	275.31	Judy Kellerman	243.09	Julie Wells	209.41
Karen Stockwell	274.64	Tia McCutcheon	242.74	Eric Williams	208.61
Wei Chen	272.74	Joan Giron	241.00	James Lake	207.41
Ethan Bremer	272.28	Istvan Fogassy	240.84	Andrea Barenholtz	207.40
Gregory Hayman	271.23	Thomas DeMauro	240.27	Michael VanMeter	206.18
Shanshan Chen	270.94	Preston Foster	239.30	Brandon Silbernagel	206.04
Patrick Parisi	270.78	Lennox Smith	238.78	Shahnaz Ahmadian	205.73
Adam Rizzo	268.89	Almir Toska	237.96	Mark Sowten	205.00
Rory Crockford	268.79	Julia Lutgen	237.34	Susan Green	204.19
Marsela Kresic	268.51	Daniel Davidson	237.06	Lorena Barriere	204.07
Jera Culbert	267.79	Jason Cabamongan	234.68	Duane Robertson	204.04
Sandy Knecht	267.33	German Rocha	234.39	Rita Earl	203.89
Ardith Jefferson	266.56	Richard Duskey	233.79	Evan Dent	202.87
Jayne Herrick	265.60	April Felchner	232.49	Nikkia Hester	202.00
Christina Rosa	265.10	Neal Dickey	232.09	Alvin Ellis	200.88
Richard Cortez	265.07	Dustin Klingebiel	231.83	Michael Thomas	200.59
Eileen Moss	264.74	Andrew Scannell	231.47	James Cunningham	200.38
Joseph Camilleri	263.85	Michelle Rinaldi	231.20		
Kevin Young	263.23	Johnathon Bunch	231.15		
Brandon Zangaro	262.81	Ryan Goodwin	229.46		
Sidney Hodgskiss	261.97	Bert Feldman	227.96		
Milika Finau	261.73	Joseph Flynn	227.78		
Allan Shapiro	261.53	Thomas Dugan	226.65		
Timothy Velky	261.15	Dawn McElwain	226.40		
Christina Campos	261.10	Brandon Plair	225.97		
Christopher Smith	260.82	Shaelagh Legus	223.91		
Monica Carnacho	258.89	Heather Sampson	223.62		
Charles McMain	258.49	Louis Petka	223.21		
Timothy Mims	258.11	Francisco Zagal	222.96		
Michael Esplin	257.35	Ryan McIntosh	222.59		
Brad Sarber	257.10	Matthew Lopez	222.38		
Charlie Warren	256.53	Richard Davis	222.36		
Juanita Vigil	256.37	Ruby Nkwenti	222.17		
Stephanos Afa	256.36	Dawn Hardin	221.77		
Dyann Lacy	255.66	Bianca Callender	221.46		
Kyle Klipp	255.55	Ahmad Hanif	221.05		
Dale Meyer	255.25	Jerry Marion	220.94		
Vanessa Nulick	255.05	Lynwood Randolph	220.80		
Stephane Masyng	254.77	Micah Jordan	220.53		
Harold Canter	254.20	Phillip Collier	219.11		
Amy Cyrus	252.95	Steven Rotherforth	217.98		
Douglas Bauknecht	252.76	Mark Nunez	217.40		
Ted Schilling	252.75	Maureen Karnow	217.00		
Christina Merritt	251.55	Colin Phelan	216.90		
Michael Black	250.93	Daniel Burnell	216.86		
Jeremy Welch	249.73	Torrey VanPelt	216.79		

# Reinstatement Bonus

**Total: \$28,762.82**

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Lance Martin	\$3,399.88	James Larkin	\$427.05	Layla Torres	\$293.64	John Charlton	\$232.65
David Jackson	2,513.49	Jason Beyer	401.79	Roger Melton	291.87	Abolfazl Mohammadi	226.59
Sami Mogannam	1,880.19	Gordon Mooc	397.68	Keith Litterst	289.38	Patrice Wise	221.01
Arthur Westergren	1,268.26	John Bulecza	384.18	Balvino Cardoza	284.16	Earnest Loveless	214.20
Jera Culbert	1,018.12	David Jackson	368.63	Richard Refano	276.29	Christopher Custer	213.30
David Ackerman	817.02	Erin Neal	352.29	Hank Gordon	276.08	Jesus Gonzalez	213.20
Samson Adelufosi	709.47	Robert Appel	346.29	Daniel Potilechio	268.53	Phillip Cobrand	212.85
Kristina Nelson	665.16	Jodi MacPherson	311.52	Thomas Parker	265.56	Adam Herman	208.02
Heidy Morataya	604.30	Douglas Zigby	305.55	Max Quasem	264.00	Samantha Chui	204.44
Kathy Langley	589.95	Jonathan Russell	299.01	Anel Fernandez	254.16		
Maryna Danielian	515.67	Lorena Barriere	296.46	Ronald Friedlander	240.02		
David Wang	488.77	Benton Tong	294.01	Harjeet Rana	234.18		

Reinstatement Bonus ■ 1 - August

\*All qualifiers listed achieved at least \$200 in bonus totals

# Public Relations Bonus

**Total: \$38,833.51**

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Chuck Hill	\$5,283.00	Stephen Matous	\$833.00	Mark Gagliardi	\$471.50	Randy Stockley	\$283.50
Al Wall	2,516.00	Rona Pileggi Spano	730.95	Donald Spohn	458.50	Ashley Bell	280.50
Robin Andrade	2,371.50	Mario Soljan	709.50	Lou Nell Busby	451.50	JT Tasker	277.50
Alina Latinsky	1,762.00	Jennifer Gray	656.25	Jerry Hartnett	427.50	Laurie Gruber	276.50
Fran Christie	1,723.00	Robyn Ferraro	619.00	Malka Arony	423.25	John Wagner	247.50
Vivian Dwyer	1,722.18	Carroll Hulla	609.00	Irene Ruryez	418.50	Casandra Robinson	226.88
Kenneth Altizer	1,617.00	Manon Brulotte	580.43	Karen Apgar-Scholz	409.50	Lori Vaughn	203.10
Brenda Di Somma	1,438.25	Krissa Hensley	570.00	Nicole Pate	344.50	Cheryl Cook	200.00
Jennifer Chetwynd	1,225.00	Sue Akers	564.50	Jacqueline Lowe	330.45		
Darrell Dorey	1,148.50	Sandra Johnson	505.50	Heidi Diecedue	312.00		
Larry Lozano	1,010.00	Brett Hulme	505.50	Sara Thrailkille	293.50		

Public Relations Bonus ■ 1 - August

\*All qualifiers listed achieved at least \$200 in bonus totals

# World's Greatest Bonus

## Total: \$788,656.42

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Freida Yakubov	\$4,668.81	Erin Mahoney	\$1,663.01	Kimberly Bird	\$1,346.23	Kilisimasi Segal	\$1,141.18
Kevin Ishikane	3,687.78	Brent Leathers	1,652.17	Bobby Gujral	1,336.87	Samuel Florent	1,138.15
Lily Tchen	3,576.89	Benton Tong	1,649.86	Joshua Toft	1,334.14	Diane Carrion	1,136.37
Jose Harb	3,490.24	Delaunda Milner	1,648.63	Cody Novak	1,332.94	Jun Ma	1,132.18
Robert Reagan	3,263.81	Vicki Tumia	1,644.39	Jonathan Whitaker	1,318.94	Siulolovao Kafoika	1,132.06
Roghie Hassanloo	3,178.29	Steven Stensrud	1,632.84	Joshua Lageman	1,315.63	Hsiaohsuan Li	1,130.88
Karen Sessing	3,124.42	Joey Kennedy	1,626.37	Tehani Maragos	1,310.16	Michael Perkins	1,129.31
Max Quasern	2,969.35	Ziad Aafouallah	1,621.88	Brian Morse	1,297.82	Edward Jordan	1,129.04
Bradley Ellison	2,857.43	Sean Southwell	1,613.27	Michael Errera	1,295.73	James Burke	1,128.07
Gary Jones	2,699.82	Thomas VanOsdol	1,612.01	Adam Kahn	1,291.58	Angela Pisciotto-Perez	1,127.85
Timothy Cruise	2,699.45	William Parmeter	1,583.69	Ryan O'Donnell	1,278.22	Brenda Anderson	1,123.87
Jose Lopes	2,635.83	Taylor Moore	1,575.75	Jason Bratin	1,265.33	Juan Cardona	1,120.24
Robert Ulreich	2,631.51	Mary Ann Gaelic	1,564.72	Sunshine Moran	1,264.05	Jason Schrimsher	1,113.13
Ernesto Magat	2,621.98	Amie Young	1,564.65	Ronald Starr	1,260.66	Katsia Paul	1,108.29
Samatha Chui	2,596.29	Timothy Nolan	1,556.32	Taryn Slavens	1,255.59	Tyler Hobbs	1,105.39
Bianca Zaragoza	2,509.13	Cassandra Gordon	1,555.25	Alex Gonzales	1,253.36	Casey Larson	1,104.80
Jamison Weatherspoon	2,412.90	Victor Rodos	1,550.54	Jean-Michelle Hardee	1,250.21	Lydia Hartounian	1,101.83
Richard Carter	2,374.09	Barbara Stillwell	1,543.76	Keith Litterst	1,247.45	Daniel Rustad	1,094.72
Theresa Bellajaro	2,363.01	Ivoni Amato	1,533.48	Kelby Hendricks	1,243.35	Fritznel Octave	1,092.48
Brenton Betts	2,312.54	Jenny Sample	1,531.68	Carla MacGregor	1,243.08	Travis Rasso	1,092.12
Anthony Balsano	2,300.98	Mark Bleier	1,524.36	Jonathan Russell	1,234.89	Johan Henriksbo	1,087.32
Raymond Angeles	2,300.25	Timothy Watson	1,520.33	John Rooper	1,231.33	Jason Marlow	1,085.22
Dart Brown	2,296.48	Drew Johnson	1,519.47	Ulysees Moore	1,226.21	Milton Smith	1,083.30
Elvis O'Banor	2,282.47	Scott Hanna	1,509.12	Shauntay Furbush	1,226.17	Felicia Najera	1,081.80
Mercedes Ayala	2,214.15	Pamela Ladd	1,476.43	Michael Alvarez	1,225.82	David Moir	1,080.67
Brian Jensen	2,213.17	Daniel Hanson	1,471.83	Theodora McDonald	1,225.62	Thomas Bryant	1,079.98
Karen McQuoid	2,135.74	Lawrence Broniszewski	1,469.49	Natalie Lloyd	1,222.21	Joseph Roszman	1,072.67
Lennis Hayes	2,032.45	Ruben Soberanes	1,463.40	Melissa Schroeder	1,217.68	Sheryl Patterson	1,070.59
Denice Copp	2,029.78	Michael Weeder	1,463.25	Steven Valeo	1,199.21	John Nesbitt	1,068.48
Samson Adelufosi	2,020.52	Daniel Potilechio	1,450.73	Krista Thieme	1,199.04	David Cassidy	1,067.65
Brock Lampe	2,016.89	Peggy Winston	1,431.09	Benjamin VanFossen	1,196.18	Jesse Reeder	1,064.24
Yevgeniy Kashkin	2,004.31	Suzanne Otto	1,429.37	Shannon Andrews	1,193.54	Leon Blake	1,062.57
Thomas McGarry	1,983.50	Ramin Maghsoud	1,420.57	James McLagan	1,189.08	Kevin Edwards	1,059.45
Clifton Horton	1,969.22	Joshua Atwood	1,414.82	Augustine Facundo	1,186.91	Giancarlo Dorazio	1,054.41
Robert Slocum	1,952.70	Edwin Cuebas	1,413.41	Theresa Sanfilippo	1,182.86	Ben Halali	1,053.49
Daniel Jones	1,940.95	Brandi Joseph	1,409.62	Erickson Bencosme	1,178.82	Ariana Schubert	1,052.05
Earnest Loveless	1,901.23	Vance Bosch	1,404.96	Sean O'Hara	1,172.68	Yohana Cadenas	1,046.56
Michael Cook	1,817.58	Amir Sedaghat	1,400.77	John Manarte	1,171.17	Ronald Friedlander	1,044.07
Jinzhou Zhao	1,811.36	Amandeep Kaur	1,399.85	Jeremy Gray	1,168.64	Heidi Joy Schollmeier	1,042.36
Marcus Oliver	1,786.74	Mario Chavez	1,398.65	Kevin Appasamy	1,166.45	Travis Norman	1,038.30
Norman Lew	1,767.03	Jason Lobring	1,394.25	Ann Lawhead	1,162.59	Lamine Diakhate	1,038.02
Frank Carpenter	1,764.31	Seth Raymond	1,386.47	Mark Clark	1,160.31	Jeff James	1,037.37
Helen Taylor	1,755.01	Mark Ziemianski	1,384.94	Hilda Ames	1,158.69	Ala Awad	1,035.87
Delphina Livorsi	1,730.90	Otari Batar	1,383.35	Brian Wolchok	1,153.18	Karen Gagarin	1,033.23
Robert Vincent	1,705.18	Alfred Brenner	1,378.71	Vann Estrada	1,152.48	Ellen Gray	1,031.10
Timothy Dawe	1,701.41	Leone Tom-James	1,378.42	Gilbert Pollock	1,151.74	Kraig Jilge	1,029.43
Herivelto Pereira	1,699.02	Charles Zwicker	1,364.82	Jake Sheridan	1,150.71	Joshua Soucy	1,029.05
Jerrell Johnson	1,696.41	Tasha Tucker	1,364.50	Andrew Haskins	1,146.71	Humberto Quintero	1,027.21
Carlos Hernandez	1,685.63	Jayson Medema	1,359.52	Marc Coulter	1,142.22	Regina Stingley	1,026.05
Angeles Ordas	1,664.29	Migena Myftiu	1,357.32	Thomas Vena	1,141.45	Olivia Mahieu	1,021.00



# World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ryan Neel	\$1,019.51	Marvin Chalwe	\$905.35	Frederick Greene	\$783.17	Jason LaFayette	\$701.70
Kurt Papenhausen	1,019.38	Justin Aikens	905.31	James Reilly	779.39	Stephen Jubrey	700.25
Preeti Sahgal	1,018.87	Christopher Lewis	903.09	Aaron Latham	778.06	Atta Saleh	699.48
Jessica Santamarina	1,017.30	Juanita Pittman	900.22	Robert Lopez	773.86	Patrick Taylor	699.11
Norbert Medina	1,016.48	Joseph Geer	899.31	Steven Newell	773.70	Rita Haidinger	699.10
Anthony Quimby	1,016.34	Reynaldo Singson	895.44	Kellen Cuttance	772.58	Vasil Ranchinskiy	698.85
Shaun Sideris	1,014.94	Michael Manosca	892.93	Debbie Romero	768.60	Sara Welch	698.31
Curt Snow	1,007.25	David Farroway	892.59	Cory Friedman	767.26	Juan Montufar	698.24
Tyler Hunt	1,002.36	Raymond Appleberry	889.20	Justin Speakman	767.05	Teresa Butolph	697.83
Triona Hanley	1,000.72	David Pennington	889.05	Raenan Guadez	765.29	Jesse Wise	695.94
Danielle Jankowski	997.38	Raul Castaneda	888.34	Justin Oldham	763.75	Adrienne Terry	694.50
David Garbarskiy	994.29	Vicente Alaniz	886.26	Francois Beaini	763.71	Maria Greene	692.26
Eric Cisler	994.28	Andrew Brinkmeyer	884.73	Luis Bagundo	763.07	Jared Miller	689.92
Kasimira Joyce	994.25	Steven Lucero	884.31	Eton Lawrence	761.05	Jennifer Bradley	689.30
David Aronovich	988.77	Austin Powell	880.89	Robert Williams	758.91	Kevin Lynch	687.72
Matthew Parker	987.30	Norman Candelore	880.54	Dichita Warren	758.75	Vanessa Garcia	685.18
Pamela Smith	986.16	Lisa Marks	878.39	Travis Vandeberghe	755.43	Stephaan Brown	684.16
Frank Jendusa	984.93	Paul Samra	877.61	Heather Pearce	754.01	Ihona Patterson	680.14
Lee van Delft	983.50	Patricia Anderson	872.94	Matthew Thomas	753.10	Colton Carey	679.84
Tibor Simon	983.36	Franklin DeJesus	869.04	Matthew MacDonald	751.71	John Olson	677.64
Jarred Sykes	981.39	Paul Abeling	868.77	Theodore Owen	749.92	Robert Dunn	677.59
Brian Sundberg	977.23	Beverly Berghthold	866.81	Beth Snow	749.91	Pauline Ruff	677.56
Marisa Willgruber	976.62	Sophia Szeto	862.56	Christa Barfield	748.36	Dustin Kiss	676.97
Karim Elfeky	972.58	Jacob Eyer	860.83	Robert Surguy	744.96	Clayton Mencezes	675.93
Joaquin Santos	969.26	Tony Motley	859.15	Amanda Beyersdorff	743.10	Sonia Marin	673.88
Anthony Theriault	967.63	Mark Beckford	859.09	Ashley Preciado	740.82	Larry Adebessin	668.76
Evan Venturella	966.07	Jenny Hearnis	857.28	Moussa Adou	739.71	Rhelda Allen	666.42
Andrew Reynard	963.96	Nicholas Piel	853.99	Zulfikar Bhukera	739.41	William Hill	665.01
Jason Michel	960.91	Kyle Smith	851.94	William Heath	738.01	Jason Hughley	664.74
Nedelka McLean	959.50	Romel Moore	849.83	Elizabeth Cazares	733.11	Kevin Richard	664.74
Timothy Keene	954.22	Travis Eick	846.56	Rhonda Brown-Strong	732.40	Shasta Doty	663.89
David Ackerman	952.69	Dason Phaul	845.82	Adam Smith	731.89	John Charlton	663.36
Robert Biser	951.97	James Conley	827.78	Georg Jansen van Rensburg	730.38	Stephen LaDay	661.21
Jarrod Turner	951.50	Luvette Ward	826.27	Russell Morris	729.02	Donald Mitchell	660.58
Benjamin Charles	949.74	Jeff Spanaus	821.73	Jordan Crumb	728.38	Jose Tavera	660.19
Dustin LaRoche	949.68	Margo Barathy	819.30	Milton Garlick	727.90	Lima Drysdale	656.51
Douglas Connor	948.69	David Fortune	813.70	Mickey Beaver	726.36	Christopher Edwards	655.94
Edward Rangel	948.52	Kelly McDonald	812.78	David Jackson	724.71	Anthony Petri	654.15
Scott Remy	947.06	Albert Lau	812.11	Clifford Mekelburg	720.86	Jeffrey Shrader	652.55
Alfredo Ramirez	946.57	Mary Ann Hoffman	806.19	Stefani Williams	716.43	Breno Soares	652.15
Allison Bankowski	942.26	Jason Miller	805.55	Brock Graff	716.37	Peter Chan	651.02
Alexander Seropian	940.97	James McCarthy	802.34	Lynne Rogers	714.81	Emily James	649.22
Maryam Nemati	939.01	LaTonya Jeffries	801.28	Bill Strain	713.73	Pamela Smith	648.98
Ricardo Garavito	937.62	Jeffrey Dinocento	800.74	Faith Philbeck	712.65	Crystal Hollingsworth	647.63
Emma Graham	935.81	Brandyn Hess-Gillis	800.28	Phillip Cobrand	712.11	Audrey Dodson	647.45
Demetry Courtney	934.34	Sean Dignan	797.65	Saygun Aktas	711.91	Natara Fowler	647.06
Raphael Bouchereau	933.76	Jamie Zeigler	796.62	Sharon Brenner	708.78	Sundeep Grewal	646.71
Nikki Woods	929.97	Christian Bryant	794.68	Maone Leausa	708.43	Steven Roy	646.53
Eli McKenzie	929.32	Sclena Thammassen	790.99	Scott Cooksey	706.91	Vera Leus	646.46
Edward Harris	926.51	Nancy Crampton-Brophy	790.12	Ramel Caudillo	706.91	Jesus Gonzalez	644.86
Salvatore Gallo	922.55	Jason Beyer	789.84	Jack Wang	706.76	Tony Ned	644.36
Eric Pitt	921.97	Bernardo Lopez	788.28	Controna Davis	704.66	Maijargal Sukhbaatar	644.26
James Cummings	919.64	Alisa Bell	788.18	Seth Petrie	704.63	Moustafa Makhmoud	643.94
Mazen Hilal	918.68	Catherine Luke	785.90	Diana Casillas	704.52	Rachel Deiter	643.90
James Schneider	913.29	Mitchell Matthews	785.61	David Harrington	703.56	Randolph Souliers	643.33
Demetria Holmes	906.77	Kevin Yakowich	784.03	Sun Yoon	702.41	Justin Wilson	642.58

# Leadership Bonus

## Total: \$476,782.24

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$13,182.01	Lawrence Hauck	\$2,312.43	Clifford Mekelburg	\$1,296.19	Brandon Teter	\$847.94
Robert Shafer	10,241.31	Roger Melton	2,308.88	Matt Pflueger	1,292.55	Shannon Donald	843.17
Wayne Fader	9,131.99	Levar Morgan	2,265.71	Heather Pearce	1,258.44	William Ray	836.39
Samuel Cohen	9,032.06	Gevorg Yanukyan	2,243.00	Craig Beck	1,257.55	Robert Liles	816.58
Philip Prata	8,372.43	Steven Engrav	2,242.51	Jim Read	1,256.10	Robert Biser	813.66
Alberto Alcalá	8,145.11	Perquida Osborne	2,206.42	Stacie Jones	1,232.69	Nicholas Engrav	813.47
Steven King	6,876.12	Timothy Clark	2,193.79	Norman Candelore	1,229.68	Stephane Masyn	810.95
Stephen Bendure	6,679.20	Tracy Haden	2,117.57	Stephen Jubrey	1,227.08	Thomas Craig	798.99
David Hausman	6,079.23	Eric LaBossiere	2,098.12	Shaun McDonald	1,217.48	Salvatore Gallo	791.88
Sarai Castanon	6,063.62	Sonny Gurney	2,070.77	Samuel LaSala	1,195.58	Michael Zorn	777.69
Cheryl Foti	6,017.06	Matthew Melhorn	2,065.90	Mark Beckford	1,182.03	David Thomas	776.21
Earnest Powers	5,810.70	Ryan Bisanz	2,046.00	Erickson Bencosme	1,169.61	George Noujaim	771.35
Harjeet Rana	5,804.86	David Ackerman	2,024.87	Francisco Zarathustra	1,141.67	LaTonya Tucker	763.76
Laura Fisher	5,730.85	Robert Kanaan	2,016.06	Andrea Barenholtz	1,141.33	Jennifer Burrows	753.59
Jeffery Thiel	5,184.44	Michael Boyer	2,009.96	Lori Sellers	1,127.97	Katherine Georgiou	749.71
Ryan Vopat	4,963.28	John Szoka	1,999.79	Adam Kiss	1,127.20	Christopher Williams	744.13
Brett Gryska	4,862.68	David Goodman	1,972.05	Antoinette Yellock	1,117.67	Sharon Brenner	739.89
Joseph Moore	4,831.74	Bradley Weigand	1,902.76	Bobby Gujral	1,103.45	Michael McIntosh	737.47
Byron Paz	4,788.27	Kenneth Greer	1,873.71	Emmanuel Villasenor	1,102.86	Benjamin Foti	717.03
Nicholas Zangardi	4,650.42	Thomas Reagan	1,869.24	Kurt Walters	1,085.06	Cynthia Romero	716.36
Jared Mlinarch	4,181.26	Julianna Jones	1,855.99	Eric Cochran	1,071.16	David Walton	709.27
Richard Sprigg	4,103.85	Alex Grakhov	1,836.89	Andrew Bishop	1,043.99	Terry Holden	694.77
Mitch Duplantis	4,012.14	Alvin Hagens	1,828.90	Erik Graham	1,043.96	Thomas Vena	693.21
Pamela Ladd	4,008.81	Robert Vincent	1,774.49	Phyllis Jones	1,033.14	Richard Barbour	689.46
Daven Hermosura	3,948.03	Daniel Orr	1,767.14	Lorenzo Lameko	1,031.44	Jesse Zwack	688.71
Timothy Matteson	3,880.90	Patrick Stenglein	1,745.94	Daniel McCarthy	1,027.66	Dennis Titcombe	660.15
Reynaldo Singson	3,737.88	John Charlton	1,730.81	Sita Pereira	1,009.04	Athar Sheikh	655.85
David Iriye	3,711.35	Moswen Taylor	1,722.25	Kelly McDonald	999.73	Jermaine Gunter	645.51
Desi Dimitrova	3,442.12	Jason Harris	1,718.75	Dorian Oldham	985.91	Jason Mayer	643.30
Loralce Vasquez	3,431.65	Brock Adams	1,675.17	Anita Facundo	985.81	Donny Bowen	642.30
Doreen Ryan-Foti	3,391.67	Michael Sakiewicz	1,671.39	Maijargal Sukhbaatar	972.89	Aaron Burke	641.11
David Wang	3,237.78	Kyriacos Davis	1,658.77	Brian Allt	972.43	James Ching	634.52
Michael LiBassi	3,220.19	Mathew Mealey	1,573.16	Christopher Clark	959.85	Kathryn Chaisson	633.92
Michael Laramie	3,177.26	Christopher Jordan	1,543.99	Aaron Gebke	959.54	David Garbarskiy	632.42
Tiffany Roland	3,072.29	Daniel Walton	1,540.27	Steven Edgell	947.69	Mickey Beaver	630.95
Kirk Alexander	3,032.68	Evan Holzhauser	1,529.39	Corey Carbon	946.71	Carl Zimkeit	629.33
David Melcher	2,979.23	Christopher Stephens	1,488.73	Marino Baca	933.24	Jamison Weatherspoon	627.68
Yvonne Hernandez	2,867.33	Jeremy Welch	1,479.63	James Isip	933.21	Nicole Shelton	614.18
Michael van Delft	2,809.72	Rodney Ward	1,469.06	Shawn James	931.85	London Burnett	600.68
George Lahamedjian	2,761.55	Kelvin McDiarmid	1,465.84	Scott Hanna	922.68	Sebastian Kazek	587.81
Gregory Engrav	2,726.66	Brendan Boyle	1,446.82	Herbert Adams	917.13	Luis Bagundo	582.21
Marcus Howard	2,662.89	James Allen	1,409.53	Rebecca Klebsch	916.22	Timothy Velky	580.78
Ryan Hall	2,643.19	Natalie Linker	1,404.07	Stephen Hill	906.53	James Palmes	580.52
Allan Gilbert	2,638.34	Antonio Monica	1,382.00	Jason Dickson	900.33	Soen Sheppard	578.84
Daniel Phares	2,538.96	Michael Sheets	1,375.32	Tim Schroeder	891.97	Lee van Delft	576.84
Jason Taylor	2,527.80	Robert Gerdes	1,354.92	David Romfoe	882.28	Patrick Duray	576.18
David Guzman	2,411.18	DeMario Cooper	1,335.13	Steven DiChiario	875.12	Elizabeth Cazares	571.37
Garret Kun	2,403.32	Vanessa Garcia	1,330.96	James Cunningham	873.67	Calvin Moore	564.53
Arthur Greene	2,382.29	Alex Gonzales	1,314.03	Samantha Chui	859.88	Brian Blair	562.04
Curt Snow	2,379.41	Mathew MacCannell	1,313.80	James Robinson	849.67	Brent Arbour	558.14

# Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Natalie Lloyd	\$555.47	Adam Lachat	\$372.48	Osei Agyeman	\$220.50
Johnathon Bunch	550.05	Vianney Ruiz	360.15	David Popowitz	216.70
Ronald Rivera	549.00	Blake Higuchi	358.06	Sharnitha King	214.16
Ryan LeBaron	543.16	Dywon Terry	356.43	Laurie Quinn	212.34
Daniel Eggers	540.22	Albert Lau	353.28	Mark Bleier	208.35
Dichita Warren	535.13	David Boshard	352.12	Kellen Cuttance	206.14
Detreia Glover	533.49	Eric Zweifel	351.60	Thomas Soloweyko	205.60
Dawn McElwain	531.01	Stephaan Brown	344.69	Brock Graff	205.45
Melissa Losk	530.32	Jeremy Gray	342.45	William Heath	201.86
Tod Brown	525.20	Anthony Balsano	340.61	Chad Neff	201.48
Curtis Proebstel	522.03	Tony Fox	339.79	Michael Baier	201.02
Andrew Stinnett	520.85	Zeve Katz	334.30	Margarita Kagan	200.72
John Sparby	519.57	James Charron	331.72		
Darron Hacker	518.52	Karen Sessing	330.93		
Hyungjun Kac	516.88	Brian Wolchok	328.11		
Ernesto Magat	516.62	Roger Fung	319.86		
Abolfazl Mohammadi	516.49	Beverly Brooks	317.63		
Ryan Nishio	515.23	Christopher Keller	317.29		
Michael Garrett	511.49	Mildred Rush	316.87		
James Aalders	508.23	Jason Young	315.37		
Larry Pereiro	498.73	Jeff Lamar	312.81		
Michael Camara	497.37	Daniel Umbertone	309.38		
Dustin Henderscheid	494.47	Travis Norman	307.14		
Robert Nuss	477.39	Haoyu Xu	304.75		
Kieth Matesig	470.86	Paul Samra	303.16		
Justin Wilson	468.37	John McGrath	300.68		
Elaina Bosco	463.70	Maxine Moody	296.49		
Lee Jeffers	463.02	Adam Smith	295.96		
Michael Marion	460.14	Timothy Watson	294.92		
Mark Ziemianski	459.42	Leon Thompson	291.18		
Amanda Deal	452.90	Daniel Valenzuela	284.60		
Charles Clagett	443.51	Kenji Leonard	282.20		
David Montgomery	442.23	Joseph Flynn	282.17		
Steven Foti	439.49	Luay Ghawi	282.11		
Cassandra Gordon	439.21	Geron Harris	280.28		
Edward Rangel	435.61	Tehani Maragos	276.25		
Toby Potter	425.58	Maurice Jordan	272.92		
Volodymyr Derevyanyy	416.03	Richard Davis	271.39		
Matt Wyss	411.32	James May	263.77		
Rory Crockford	411.23	Rencel Jones	262.20		
Robert Hughes	407.93	Bonnie Williams	260.38		
Taneshia Solomon	406.54	Corey Neff	257.69		
Brenda Anderson	404.82	Silvia Ortiz	255.17		
Kurt Papenhausen	402.45	Norma Crawford	253.77		
Orett Nelson	399.13	Elvis O'Banor	251.18		
Ryan Trimble	396.93	Adaoma Okereke	244.27		
Jose Tavera	393.39	Raymond Risucci	238.42		
Susan Cooksey	392.19	Sara Welch	237.13		
Daniel Gamble	390.58	Jeffrey Smith	234.66		
Bradley Kampmeier	388.82	Christian Bryant	232.72		
Brian Sundberg	386.89	Carlo Bonifazi	230.51		
Alexander Seropian	385.77	Amir Sedaghat	230.41		
Jorell Washington	385.10	Franlisa Williams	226.27		
Jason Ocean	381.32	David Aronovich	224.36		
Kimberly Bird	376.13	Dustin Kiss	223.56		
Ricardo Subero	375.82	Rishaun English	222.67		